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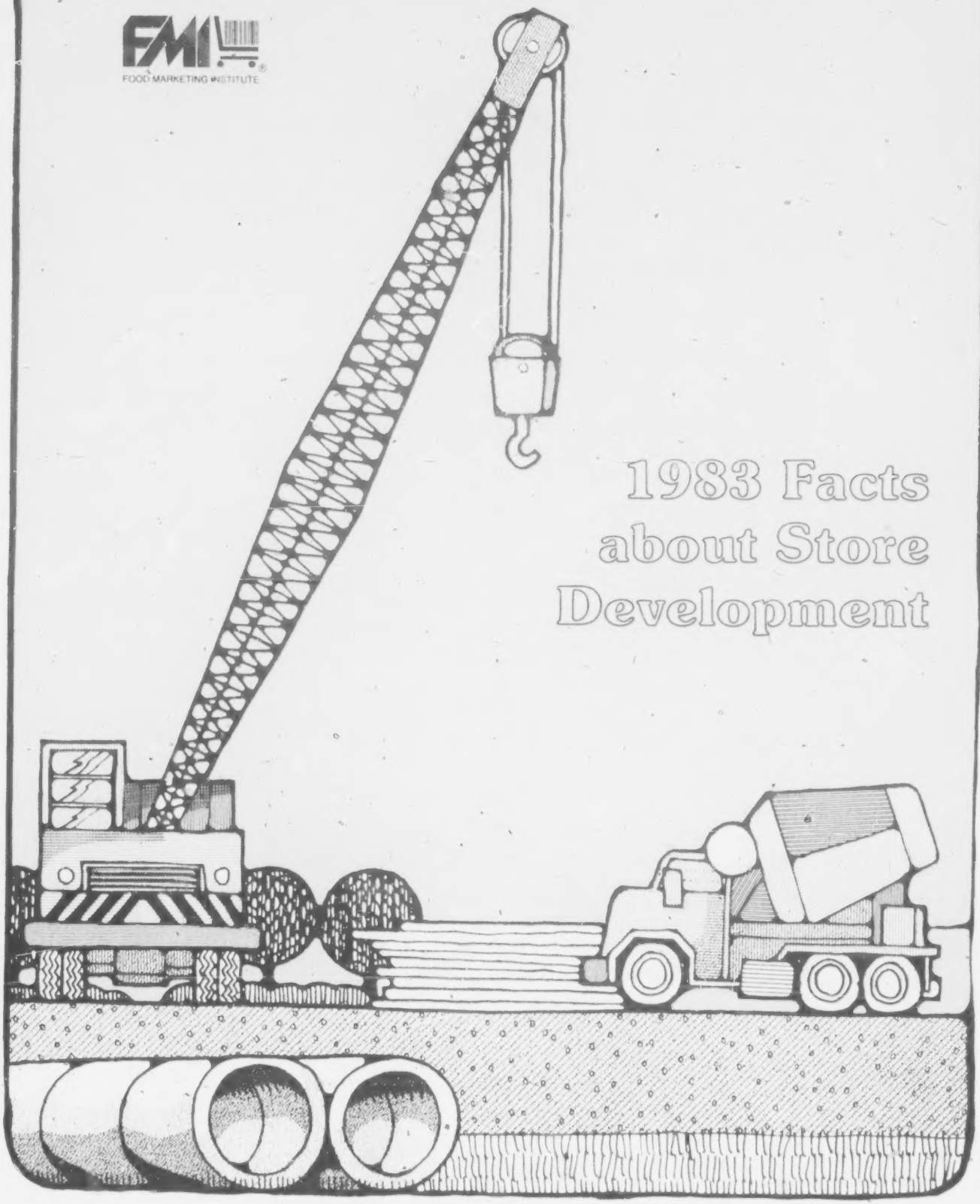
1983 Facts about Store Development



Facts about Store Development 1983

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Executive Summary

Most major indicators of store activity were down for 1983, similar to many results found in the preceeding year. The percentage of stores closed, opened and remodeled all decreased from 1982 to 1983. However, for those stores which were opened and remodeled during 1983 statistics were up. Increases were found in the size of the typical new store and in average construction and remodeling costs. Typical rent paid for new stores was stable, whereas, rent for existing stores advanced slightly.

The typical new supermarket opened in 1983 occupied 38,000 square feet. This was an increase from 36,400 square feet in 1982 and 34,000 square feet in 1981. The average cost to construct this 1983 building was $57.69 per square foot for total construction, which does not include the cost of the land. Of this total cost, $28 per square foot was spent on store equipment, fixtures and decorations, and approximately $30 was spent on the building itself (see pages 4–6). The 1983 total investment cost was two dollars more per square foot than the total cost in 1982.

Forty-one percent of all newly constructed stores were super stores, 31 percent were combination stores and 16 percent were conventional stores. Warehouse stores accounted for eight percent of all new stores and limited assortment stores accounted for less than three percent (see page 2). When companies closed stores, however, the type of store closed was usually a conventional store. Over three quarters of all stores closed were conventional stores. Fifteen percent of the stores closed were super stores, more than three percent of the closings were warehouse stores, four percent were limited assortment stores and more than one percent were combination stores (see page 2).

The minimum rent for new stores, excluding overages, averaged $5.52 per week per square foot in 1983. For existing stores, the average rent was $3.30. Overages increased the average total rent to $6.09 for new stores and $4.45 for existing stores (see pages 13 and 17).

Companies reported over six percent of their stores were remodeled in 1983. For the third year, companies said that they remodeled new stores 10 years after construction, and every seven years thereafter. The average capital investment per square foot for major remodeling was over $28, for a total cost per store of $400,000 (see pages 26–27).

The Food Marketing Institute (FMI) is a non-profit association that conducts programs in research, education and public affairs on behalf of its 1,300 members—food retailers and wholesalers and their customers in the United States and overseas. FMI's domestic member companies operate over 17,000 retail food stores with a combined annual sales volume of $130 billion—half of all grocery sales in the United States. More than three-fourths of FMI's membership is comprised of independent supermarket operators or small regional firms. Its international membership includes more than 100 members from 40 nations.

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General Construction Trends

According to the U.S. Department of Commerce, the value of all new construction across the United States for 1983 showed a sharp increase after four years of decline. Total current dollar construction increased from $232 billion in 1982 to $265 billion in 1983. Total private nonresidential building construction in 1983 was $61.1 billion, down 6.2 percent from last year, and is predicted to hold steady or decrease slightly for 1984. In 1983 the labor rate for construction workers and producer prices for construction materials rose an average of 2.0 percent to 3.0 percent. At the same time construction unemployment decreased from 20.0 percent in the summer of 1982 to 18.0 percent in the summer of 1983.

The Department of Commerce predicts that in 1984 there will be a slowdown in the construction boom of 1983 but that the constant dollar value of new construction put in place will show an increase of 2.0 percent. The recovery in the areas of residential and public construction will be offset by a decline in private nonresidential construction.

Industry Construction Trends

This section will present the results of an annual food retailer survey conducted in January 1984 by the Food Marketing Institute. The survey was developed to track store development costs and trends during 1983. One hundred eighty seven companies operating over 7500 supermarkets responded to the survey. We wish to thank all those companies who participated in this survey for providing data to make this report possible.

For this study, supermarkets are defined as retail food stores with at least $2 million in annual sales. This definition was changed in 1981. Previously the supermarket was defined as having $1 million in annual sales.

General Supermarket Activity

For the second year, new store activity in 1983 slowed from the previous year, but at a greater rate. Responding companies reported that only 3.7 percent of their supermarkets in operation were new that year. This compares with 4.5 percent for 1982 and 4.7 percent for 1981.

For store closings the 1983 pace stopped the increasing rate of the past. Only 4.3 percent of the stores were closed in 1983. In 1982, companies reported that they closed 5.8 percent of all their stores; in 1981, 5.5 percent of the stores were closed; and, in 1980, 4.2 percent were closed. Table 1 shows the progression for the past five years.

Table 1

Percentage of Stores Opened, Closed or Remodeled, 1979-1983

	Supermarkets Opened	Supermarkets Closed	Supermarkets Remodeled
1983	3.7%	4.3%	6.3%
1982	4.5%	5.8%	7.7%
1981	4.7%	5.5%	6.0%
1980	4.4%	4.2%	*
1979	4.9%	4.8%	*

* No comparable data

Table 2 illustrates store activity by type of store. The largest segment of stores constructed in 1983 were super stores, 41 percent. Falling in second place were combination stores at 31 percent, and in third, were conventional stores at 16 percent. For this survey super stores were defined as supermarkets with over 30,000 square feet in total area; conventional supermarkets were stores with under 30,000 total square feet; and, combination stores were stores with over 30,000 total square feet and at least 25 percent of their area devoted to general merchandise.

It was a different picture for stores closed in 1983. Seventy-seven percent of the stores closed in 1983 were conventional stores. Almost 15 percent of the stores closed were super stores, over three percent were warehouse stores, four percent were limited assortment stores and more than one percent were combination stores.

TABLE 2
PERCENTAGE OF STORE ACTIVITY IN 1983 BY TYPE OF STORE

	NEW	CLOSED
TOTAL	100.0	100.0
SUPER STORES	41.2	14.6
COMBINATION STORES	31.4	1.2
CONVENTIONAL STORES	16.4	76.8
WAREHOUSE STORES	8.4	3.4
LIMITED ASSORTMENT STORES	2.6	4.0

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

In a profile of all existing stores, almost 60 percent were conventional stores and almost 30 percent were super stores. Eleven percent were combination stores, three percent were warehouse stores, and less than one percent were limited assortment stores. Table 3 shows the type and average age of stores in 1983.

Retailers were asked the average age of their stores since construction or the last major remodeling. The average for all stores was eight years. The oldest stores were conventional stores, slightly over nine years and super stores at almost nine years. Combination stores averaged 3.9 years since their last remodeling; limited assortment, 3.3 years; and, warehouse stores, three years.

TABLE 3
TYPE AND AVERAGE AGE OF SUPERMARKETS IN OPERATION ON DECEMBER 31, 1983

	SUPERMARKETS IN OPERATION	AVERAGE AGE (IN YEARS)
TOTAL	100.0	8.4
CONVENTIONAL STORES	55.4	9.1
SUPER STORES	29.2	8.7
COMBINATION STORES	11.3	3.9
WAREHOUSE STORES	3.1	3.0
LIMITED ASSORTMENT STORES	.9	3.3

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

Size of New Supermarkets

During the last half of the 1970s, the average total size of new stores hovered around 28,000 square feet. However, since 1980 the typical new supermarket has gradually become larger. In 1982 the typical store increased to 36,400 square feet. In 1983, the average total size of a new store was 38,000 square feet. Table 4 illustrates the average total square feet for 1983, for selected categories.

FACTS ABOUT STORE DEVELOPMENT

TABLE 4

AVERAGE TOTAL SQUARE FEET FOR NEW STORES

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	38000	28200	44860	187
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	22500	15375	28700	8
10 - 30 MILLION	26000	22000	42800	7
31 - 100 MILLION	22000	20000	25500	27
101 - 250 MILLION	37500	25000	42000	14
251 - 500 MILLION	51600	33186	54000	21
OVER 500 MILLION	39964	34850	44900	110
GEOGRAPHIC REGION				
NORTHEAST	32199	27560	42000	9
MIDDLE ATLANTIC	34850	28500	49292	24
EAST NORTH CENTRAL	33250	25520	41090	15
WEST NORTH CENTRAL	43312	31284	55250	12
SOUTHEAST	32000	22000	38000	35
WEST SOUTH CENTRAL	51600	36000	54000	31
MOUNTAIN	41927	41927	44866	20
PACIFIC	42800	36800	42800	33
CANADA	20000	20000	23750	8
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	22000	20000	25000	49
30,000-39,999	34850	32875	36800	58
40,000-49,999	42800	42000	44866	47
50,000 AND OVER	58000	51600	67000	33
TYPE OF STORE				
CONVENTIONAL	22000	20000	24300	39
SUPER STORE	38000	34850	42800	107
COMBINATION STORE	49457	44800	50250	30
LIMITED ASSORTMENT				3
WAREHOUSE	23500	20000	42950	8
LOCATION OF STORE				
COMMUNITY/REGIONAL	34850	33000	49457	34
NEIGHBORHOOD	38000	31284	44866	118
FREE STANDING	35000	22000	42800	33
OTHER				2

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

Cost of New Supermarkets

The typical cost of last year's new supermarket was $29.50 per square foot, see Table 5. This cost consisted only of the building itself, exclusive of the land, equipment, decoration and fixtures. Table 6 shows the average cost for equipment, fixtures and decoration per square foot at $28.00.

TABLE 5
AVERAGE BUILDING COST PER SQUARE FOOT

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	29.50	26.22	33.85	145
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	30.00	28.00	30.00	5
10 - 30 MILLION	18.18	15.80	27.80	4
31 - 100 MILLION	27.50	25.63	32.50	12
101 - 250 MILLION	31.08	29.00	40.00	10
251 - 500 MILLION	27.60	25.40	34.00	21
OVER 500 MILLION	29.25	26.22	34.21	93
GEOGRAPHIC REGION				
NORTHEAST	40.00	31.00	43.00	5
MIDDLE ATLANTIC	36.71	36.71	36.71	9
EAST NORTH CENTRAL	31.00	30.00	33.17	14
WEST NORTH CENTRAL	24.50	18.18	29.76	12
SOUTHEAST	34.21	26.00	34.21	21
WEST SOUTH CENTRAL	29.38	27.00	35.82	30
MOUNTAIN	26.93	23.46	26.93	18
PACIFIC	29.00	26.22	30.00	33
CANADA				3
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	27.00	25.00	32.50	19
30,000-39,999	30.00	28.81	34.21	48
40,000-49,999	26.93	26.22	32.00	45
50,000 AND OVER	29.50	25.00	35.00	33
TYPE OF STORE				
CONVENTIONAL	29.00	25.47	33.00	16
SUPER STORE	29.00	26.22	31.00	94
COMBINATION STORE	36.36	23.46	38.00	30
LIMITED ASSORTMENT				3
WAREHOUSE				2
LOCATION OF STORE				
COMMUNITY/REGIONAL	31.16	28.50	36.71	20
NEIGHBORHOOD	29.00	26.22	31.00	102
FREE STANDING	27.60	25.00	33.17	23
OTHER	-	-	-	-

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 8

AVERAGE COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	28.00	23.11	34.79	167
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	14.65	7.41	35.00	7
10 - 30 MILLION	37.50	31.42	37.50	5
31 - 100 MILLION	27.50	25.00	34.00	12
101 - 250 MILLION	27.45	21.40	38.38	12
251 - 500 MILLION	28.30	27.00	30.53	21
OVER 500 MILLION	27.00	23.11	34.79	110
GEOGRAPHIC REGION				
NORTHEAST	30.71	28.50	48.65	8
MIDDLE ATLANTIC	35.00	34.79	35.00	21
EAST NORTH CENTRAL	27.00	20.00	30.00	15
WEST NORTH CENTRAL	22.00	20.55	28.25	12
SOUTHEAST	32.76	28.00	65.33	21
WEST SOUTH CENTRAL	27.25	25.00	28.30	30
MOUNTAIN	23.13	16.94	23.13	19
PACIFIC	23.11	21.00	27.00	33
CANADA	46.21	35.00	48.14	8
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	32.76	30.00	38.00	29
30,000-39,999	28.00	25.00	35.00	58
40,000-49,999	23.11	22.00	30.00	47
50,000 AND OVER	27.00	22.50	28.30	33
TYPE OF STORE				
CONVENTIONAL	33.88	30.00	38.88	22
SUPER STORE	27.00	23.11	31.42	107
COMBINATION STORE	28.30	16.94	34.79	30
LIMITED ASSORTMENT				3
WAREHOUSE	32.25	20.00	48.78	5
LOCATION OF STORE				
COMMUNITY/REGIONAL	34.79	31.44	35.00	32
NEIGHBORHOOD	27.00	23.11	30.00	107
FREE STANDING	25.00	23.00	30.00	27
OTHER				1

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

The typical total construction cost per square foot for 1983 was $57.69. This cost is a composite of building cost and equipment, fixture and decoration cost, exclusive of land. Fifty percent of the companies responding said that their total cost was between $49.70 and $65.00. Table 7 presents data for all categories.

TABLE 7

AVERAGE TOTAL CONSTRUCTION COST PER SQUARE FOOT

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	57.69	49.70	65.00	142
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	46.63	36.00	65.00	6
10 - 30 MILLION	55.68	52.00	55.68	5
31 - 100 MILLION	53.00	37.50	62.50	13
101 - 250 MILLION	51.00	49.70	70.00	12
251 - 500 MILLION	58.16	47.60	64.00	21
OVER 500 MILLION	58.00	56.25	65.87	85
GEOGRAPHIC REGION				
NORTHEAST	69.21	52.00	81.61	6
MIDDLE ATLANTIC	71.50	53.88	74.50	12
EAST NORTH CENTRAL	58.00	53.00	65.00	14
WEST NORTH CENTRAL	50.08	45.40	62.67	12
SOUTHEAST	66.26	54.00	99.54	22
WEST SOUTH CENTRAL	58.00	46.00	64.00	30
MOUNTAIN	57.69	40.40	57.69	19
PACIFIC	57.00	56.50	59.17	24
CANADA				3
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	57.58	51.00	63.00	22
30,000-39,999	57.50	54.00	98.83	40
40,000-49,999	59.17	45.40	65.87	47
50,000 AND OVER	56.50	47.50	64.00	33
TYPE OF STORE				
CONVENTIONAL	57.00	51.00	65.00	19
SUPER STORE	57.69	50.00	62.00	87
COMBINATION STORE	65.00	40.40	71.50	30
LIMITED ASSORTMENT				3
WAREHOUSE				3
LOCATION OF STORE				
COMMUNITY/REGIONAL	64.00	46.97	71.50	22
NEIGHBORHOOD	57.69	54.00	65.00	95
FREE STANDING	57.60	45.40	62.50	24
OTHER				1

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

New stores usually break even one year from the time of construction. Table 8 shows the typical figures for all categories.

TABLE 8

AVERAGE NUMBER OF MONTHS FROM CONSTRUCTION TO BREAKEVEN

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	12.0	6.0	12.0	112
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	13.0	6.0	24.0	6
10 - 30 MILLION	4.0	1.0	12.0	7
31 - 100 MILLION	6.0	6.0	12.0	14
101 - 250 MILLION	10.5	6.8	13.5	12
251 - 500 MILLION	12.0	6.0	24.0	21
OVER 500 MILLION	12.0	6.0	12.0	52
GEOGRAPHIC REGION				
NORTHEAST	18.0	12.0	24.0	7
MIDDLE ATLANTIC	6.0	3.0	6.0	15
EAST NORTH CENTRAL	12.0	6.0	13.5	12
WEST NORTH CENTRAL	9.0	4.0	12.0	6
SOUTHEAST	6.0	6.0	12.0	23
WEST SOUTH CENTRAL	12.0	12.0	12.0	31
MOUNTAIN				2
PACIFIC	6.0	6.0	12.0	13
CANADA				3
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	6.0	6.0	14.0	27
30,000-39,999	12.0	6.0	12.0	40
40,000-49,999	3.0	3.0	9.8	16
50,000 AND OVER	6.0	6.0	12.0	29
TYPE OF STORE				
CONVENTIONAL	12.0	6.0	18.0	22
SUPER STORE	12.0	6.0	12.0	64
COMBINATION STORE	12.0	3.0	12.0	18
LIMITED ASSORTMENT				2
WAREHOUSE	6.0	1.0	6.0	6
LOCATION OF STORE				
COMMUNITY/REGIONAL	9.0	3.0	24.0	22
NEIGHBORHOOD	12.0	6.0	12.0	69
FREE STANDING	12.0	6.0	12.0	19
OTHER				2

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

Profile of New Supermarkets

Tables 9A through 9D present a profile of the typical supermarket built in 1983 by geographic region, by type of store and by location of the store. Tables A and C show the number of stores reporting information and Tables B and D present the data for each category.

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TABLE 9A

PROFILE OF NEW STORE CONSTRUCTION -- NUMBER OF STORES

		GEOGRAPHIC REGION								
	TOTAL	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	187	9	24	15	12	35	31	20	33	8
AVERAGE TOTAL SQUARE FEET	187	9	24	15	12	35	31	20	33	8
AVERAGE BUILDING COST PER SQUARE FOOT	145	5	9	14	12	21	30	18	33	3
AVERAGE COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT	167	8	21	15	12	21	30	19	33	8
AVERAGE TOTAL CONSTRUCTION COST PER SQUARE FOOT	142	6	12	14	12	22	30	19	24	3
AVERAGE NUMBER OF MONTHS FROM CONSTRUCTION TO BREAKEVEN	112	7	15	12	6	23	31	2	13	3

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

FACTS ABOUT STORE DEVELOPMENT

TABLE 9B

PROFILE OF NEW STORE CONSTRUCTION -- MEDIANS

		GEOGRAPHIC REGION								
	TOTAL	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	187	9	24	15	12	35	31	20	33	8
AVERAGE TOTAL SQUARE FEET	38000	32199	34850	33250	43312	32000	51600	41927	42800	20000
AVERAGE BUILDING COST PER SQUARE FOOT	29.50	40.00	36.71	31.00	24.50	34.21	29.38	26.93	29.00	
AVERAGE COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT	28.00	30.71	35.00	27.00	22.00	32.76	27.25	23.13	23.11	46.21
AVERAGE TOTAL CONSTRUCTION COST PER SQUARE FOOT	57.69	69.21	71.50	58.00	50.08	66.26	58.00	57.69	57.00	
AVERAGE NUMBER OF MONTHS FROM CONSTRUCTION TO BREAKEVEN	12.0	18.0	6.0	12.0	9.0	6.0	12.0		6.0	

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 9C

PROFILE OF NEW STORE CONSTRUCTION -- NUMBER OF STORES

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	LIMITED ASSORT.	WARE-HOUSE	COMMUN./ REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	187	39	107	30	3	8	34	118	33	2
AVERAGE TOTAL SQUARE FEET	187	39	107	30	3	8	34	118	33	2
AVERAGE BUILDING COST PER SQUARE FOOT	145	16	94	30	3	9	20	102	23	-
AVERAGE COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT	167	22	107	30	3	5	32	107	27	1
AVERAGE TOTAL CONSTRUCTION COST PER SQUARE FOOT	142	19	87	30	3	3	22	95	24	1
AVERAGE NUMBER OF MONTHS FROM CONSTRUCTION TO BREAKEVEN	112	22	64	18	2	6	22	69	19	2

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 9D

PROFILE OF NEW STORE CONSTRUCTION -- MEDIANS

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	LIMITED ASSORT.	WARE-HOUSE	COMMUN./ REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	187	39	107	30	3	8	34	118	33	2
AVERAGE TOTAL SQUARE FEET	38000	22000	38000	49457		23500	34850	38000	35000	
AVERAGE BUILDING COST PER SQUARE FOOT	29.50	29.00	29.00	36.36			31.16	29.00	27.60	
AVERAGE COST FOR STORE EQUIPMENT, FIXTURES AND DECORATIONS PER SQUARE FOOT	28.00	33.88	27.00	28.30		32.25	34.79	27.00	25.00	
AVERAGE TOTAL CONSTRUCTION COST PER SQUARE FOOT	57.69	57.00	57.69	65.00			64.00	57 69	57.60	
AVERAGE NUMBER OF MONTHS FROM CONSTRUCTION TO BREAKEVEN	12.0	12.0	12.0	12.0		6.0	9.0	12.0	12.0	

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

Service Departments

Participating companies were given a list of four service departments and asked which departments were incorporated into their new stores. Table 10A shows the percentage of new stores having these specialty departments. For stores constructed in 1983, 87.4 percent have either a service or a bake-off bakery, 86.8 percent have a service deli, 75.3 percent offer a floral department and 27.6 percent have a snack bar or restaurant. Generally, as stores get larger they are likely to have more service departments. For example, as one might expect, combination stores have more service departments than any other type of store. Half of all warehouse stores offer a service deli and are less likely to offer the other services. This is also true by size of company. Larger companies tend to add more services to their new stores. However, this is not true for snack bars and restaurants. Table 10B supplies the base number of stores in the survey answering this question.

TABLE 10A

PERCENT OF STORES WITH SPECIALTY DEPARTMENTS

	% WITH BAKERY, SCRATCH/ BAKE-OFF	% WITH SERVICE DELI	% WITH FLORAL	% WITH SNACK BAR/ RESTAURANT
ALL STORES	87.4	86.8	75.3	27.6
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	50.0	63.9	47.2	19.4
30,000-39,999	100.0	93.5	67.4	6.5
40,000-49,999	91.7	95.8	95.8	37.5
50,000 AND OVER	97.1	91.2	88.2	42.6
TYPE OF STORE				
CONVENTIONAL	57.7	69.2	61.5	23.1
SUPER STORE	98.1	92.5	76.6	23.4
COMBINATION STORE	96.7	100.0	100.0	53.3
LIMITED ASSORTMENT				
WAREHOUSE	37.5	50.0	37.5	12.5
LOCATION OF STORE				
COMMUNITY/REGIONAL	82.4	88.2	52.9	20.6
NEIGHBORHOOD	89.9	89.0	81.7	31.2
FREE STANDING	89.7	75.9	79.3	24.1
OTHER				
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	28.6	57.1	28.6	-
10 - 30 MILLION	71.4	71.4	71.4	42.9
31 - 100 MILLION	53.3	40.0	60.0	6.7
101 - 250 MILLION	71.4	78.6	64.3	7.1
251 - 500 MILLION	90.5	85.7	81.0	66.7
OVER 500 MILLION	98.2	97.3	80.9	26.4
GEOGRAPHIC REGION				
NORTHEAST	88.9	88.9	55.6	11.1
MIDDLE ATLANTIC	87.5	100.0	50.0	4.2
EAST NORTH CENTRAL	80.0	73.3	73.3	-
WEST NORTH CENTRAL	100.0	83.3	83.3	16.7
SOUTHEAST	78.3	82.6	73.9	4.3
WEST SOUTH CENTRAL	80.3	80.6	93.5	64.5
MOUNTAIN	94.7	100.0	94.7	47.4
PACIFIC	90.9	90.9	75.8	27.3
CANADA	62.5	62.5	50.0	62.5

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 10B

BASE NUMBER OF STORES WITH SPECIALITY DEPARTMENTS -- NUMBER OF STORES

	BAKERY, SCRATCH/ BAKE-OFF	SERVICE DELI	FLORAL	SNACK BAR/ RESTAURANT
ALL STORES	174	174	174	174
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	7	7	7	7
10 - 30 MILLION	7	7	7	7
31 - 100 MILLION	15	15	15	15
101 - 250 MILLION	14	14	14	14
251 - 500 MILLION	21	21	21	21
OVER 500 MILLION	110	110	110	110
GEOGRAPHIC REGION				
NORTHEAST	9	9	9	9
MIDDLE ATLANTIC	24	24	24	24
EAST NORTH CENTRAL	15	15	15	15
WEST NORTH CENTRAL	12	12	12	12
SOUTHEAST	23	23	23	23
WEST SOUTH CENTRAL	31	31	31	31
MOUNTAIN	19	19	19	19
PACIFIC	33	33	33	33
CANADA	8	8	8	8
SIZE OF STORE (IN SQUARE FEET)				
UNDER 30,000	36	36	36	36
30,000-39,999	46	46	46	46
40,000-49,999	24	24	24	24
50,000 AND OVER	68	68	68	68
TYPE OF STORE				
CONVENTIONAL	26	26	26	26
SUPER STORE	107	107	107	107
COMBINATION STORE	30	30	30	30
LIMITED ASSORTMENT	3	3	3	3
WAREHOUSE	8	8	8	8
LOCATION OF STORE				
COMMUNITY/REGIONAL	34	34	34	34
NEIGHBORHOOD	109	109	109	109
FREE STANDING	29	29	29	29
OTHER	2	2	2	2

NOTE: DATA WEIGHTED BY NUMBER OF STORES

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

Lease Arrangements, New and Existing Stores

Whether a typical store is leased or owned varies considerably by region and size of company. Tables 11A and B show the percentages of supermarkets owned, leased from a subsidiary and leased from anotner company. Northeastern stores or those stores belonging to smaller companies are more likely to be owned by the supermarket company.

FACTS ABOUT STORE DEVELOPMENT

TABLE 11A
NUMBER OF SUPERMARKETS OWNED/LEASED

		GEOGRAPHIC REGION								
	TOTAL	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
ALL STORES	5231	99	531	757	296	769	924	379	1064	412
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
SUPERMARKETS OWNED	23.9	60.6	14.7	16.4	10.1	45.8	22.8	30.9	23.0	7.8
SUPERMARKETS LEASED FROM A SUBSIDIARY	8.9	1.0	4.5	4.9	6.8	.8	17.3	18.2	7.1	17.7
SUPERMARKETS LEASED FROM ANOTHER COMPANY	67.2	38.4	80.8	78.7	83.1	53.4	59.8	50.9	69.8	74.5

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE FACTS ABOUT STORE DEVELOPMENT, 1983

FACTS ABOUT STORE DEVELOPMENT

TABLE 11B
NUMBER OF SUPERMARKETS OWNED/LEASED

		1983 SALES (MILLIONS OF DOLLARS)					
	TOTAL	UNDER 10	10-30	31-100	101-250	251-500	OVER 500
ALL STORES	5231	78	153	277	424	602	3697
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0
SUPERMARKETS OWNED	23.9	83.3	78.4	62.1	17.9	5.0	21.8
SUPERMARKETS LEASED FROM A SUBSIDIARY	8.9	5.1	9.2	4.0	38.9	10.6	5.6
SUPERMARKETS LEASED FROM ANOTHER COMPANY	67.2	11.5	12.4	33.9	43.2	84.4	73.1

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

The average minimum rent per square foot for new stores in 1983 was $5.52. Companies typically paid overages of 1.0 percent of sales for an expected total rent of $6.09 per square foot, see Tables 12A and 12B. Expected total rent consists of the minimum rent per square foot plus the rent overages as a percent of sales as expected after a period of five years. The highest rents were in the Mid-Atlantic states and the West South Central states. The lowest total rents are paid by those companies in the West North Central states.

TABLE 12A
MEAN RENT FOR NEW STORES

		GEOGRAPHIC REGION								
	TOTAL	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	75	6	7	11	7	8	21	5	9	1
MINIMUM RENT	5.52	4.68	7.34	4.33	3.98	4.95	6.41	5.33	5.40	
TOTAL	75	5	6	14	7	11	13	4	14	1
OVERAGES AS PERCENT OF SALES	1.0	.4	.7	1.1	1.0	1.0	1.1	.9	1.3	
TOTAL	64	5	7	10	7	3	17	5	9	1
EXPECTED TOTAL RENT	6.09	4.79	8.03	4.99	4.44	5.76	7.21	5.90	5.51	

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 12B
MEAN RENT FOR NEW STORES

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	LIMITED ASSORT.	WARE-HOUSE	COMMUN./ REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	75	27	28	12	-	8	17	42	10	2
MINIMUM RENT	5.52	5.75	5.01	7.05	-	4.21	5.21	5.66	4.07	
TOTAL	75	33	29	6	-	7	14	44	12	2
OVERAGES AS PERCENT OF SALES	1.0	1.1	1.0	.8	-	.9	.9	1.0	1.0	
TOTAL	64	24	21	11	-	8	12	38	9	2
EXPECTED TOTAL RENT	6.09	6.17	5.48	7.93	-	4.91	5.57	6.12	4.82	

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

In order to more fully describe the actual lease arrangements for new stores, information for each supermarket is listed individually in Table 13. Here it is possible to see the size, location and type of supermarket, along with the rent paid and the services provided by the landlord. All supermarkets are classified first by region, then by size. To illustrate, in the Northeast (which is the first region presented) each line represents one supermarket. The first line describes a 42,624 square foot combination store. The company pays $6.94 per square foot for rent. The average for rent, rent overage, total rent, and size for all the stores in that region are given at the end of each region.

TABLE 13

OWNERSHIP/LEASE ARRANGEMENT FOR NEW STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
NORTHEAST		COMBINATION	$6.94										42,624
	COMM./REGIONAL	WAREHOUSE											40,000
	COMM./REGIONAL	WAREHOUSE											39,000
	NEIGHBORHOOD	SUPER STORE	$5.50	0.00%	$5.50					X	X		35,000
	NEIGHBORHOOD	SUPER STORE											34,600
		SUPER STORE	$2.46	1.00%	$3.23			X		X			32,199
	NEIGHBORHOOD	CONVENTIONAL	$2.98	0.00%	$2.98	X	X			X			27,560
	FREE STANDING	CONVENTIONAL	$2.20	0.00%	$2.75			X		X	X		26,000
	NEIGHBORHOOD	CONVENTIONAL											22,880
	NEIGHBORHOOD	CONVENTIONAL	$8.00	1.00%	$9.50	X		X		X	X	X	22,000
	FREE STANDING	WAREHOUSE											20,500
	NEIGHBORHOOD	CONVENTIONAL											19,300
AVERAGE			$4.68	0.40%	$4.79								30,139
MID-ATLANTIC	NEIGHBORHOOD	COMBINATION	$7.52	0.00%	$7.52	X				X	X		48,768
	COMM./REGIONAL	COMBINATION	$8.51	0.00%	$8.51	X				X	X		48,739
	COMM./REGIONAL	SUPER STORE	$3.50	1.00%	$4.80				X	X	X		33,196
	COMM./REGIONAL	CONVENTIONAL	$4.50	0.00%	$4.50	X	X	X		X			28,000
	NEIGHBORHOOD	CONVENTIONAL	$2.60		$3.10	X		X	X	X			27,000
	FREE STANDING	CONVENTIONAL	$5.75	0.00%	$5.75	X				X	X		25,500
	OTHER	CONVENTIONAL	$19.00	3.00%	$22.00								6,800
AVERAGE			$7.34	0.66%	$8.03								31,143
E N CENTRAL	COMM./REGIONAL	WAREHOUSE	$3.00		$3.00	X			X	X	X		57,000
	COMM./REGIONAL	WAREHOUSE	$3.50	1.00%	$4.75				X	X	X		54,000
	FREE STANDING	WAREHOUSE	$4.75	1.00%	$4.75	X			X	X	X		52,000
	FREE STANDING	COMBINATION	$5.75	1.50%	$7.75	X		X		X			41,000
	COMM./REGIONAL	SUPER STORE		1.25%		X	X			X	X		39,000
	NEIGHBORHOOD	WAREHOUSE	$3.25	1.00%	$5.00	X			X	X	X		36,000
	NEIGHBORHOOD	SUPER STORE	$3.32	1.25%	$4.00	X			X	X	X		34,500
	NEIGHBORHOOD	SUPER STORE	$3.15	0.75%	$4.40	X				X	X		33,000
	NEIGHBORHOOD	SUPER STORE		1.25%									32,000
	FREE STANDING	SUPER STORE		1.25%									32,000
	NEIGHBORHOOD	CONVENTIONAL		1.25%									30,000
		CONVENTIONAL	$4.90	1.00%	$5.50	X	X	X		X	X	X	28,000
	NEIGHBORHOOD	CONVENTIONAL	$5.25	1.00%		X				X	X		26,000
	NEIGHBORHOOD	CONVENTIONAL	$7.75	0.50%	$7.75					X	X		25,520
	NEIGHBORHOOD	CONVENTIONAL	$3.00	1.00%	$3.00								21,000
AVERAGE			$4.33	1.07%	$4.99								36,068
W N CENTRAL	COMM./REGIONAL	SUPER STORE	$2.00	0.50%	$3.50	X		X		X	X	X	590,000
	FREE STANDING	SUPER STORE	$2.00	1.00%	$3.50	X		X		X	X	X	57,000
	NEIGHBORHOOD	COMBINATION	$6.50	1.00%	$6.50	X		X		X	X	X	50,000
	COMM./REGIONAL	COMBINATION											45,108
	NEIGHBORHOOD	SUPER STORE	$2.15	1.00%	$2.35	X				X	X		42,000
	NEIGHBORHOOD	WAREHOUSE	$6.00	1.00%	$6.00	X				X	X		41,880
	NEIGHBORHOOD	SUPER STORE	$4.44	1.13%	$4.44	X				X	X		30,100
	NEIGHBORHOOD	CONVENTIONAL	$4.79	1.38%	$4.79	X				X	X		18,960
AVERAGE			$3.98	1.00%	$4.44								109,381

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 13

OWNERSHIP/LEASE ARRANGEMENT FOR NEW STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
SOUTHEAST	COMM./REGIONAL	WAREHOUSE	$3.50	1.00%	$5.52	X	X	X	X	X	X	X	43,000
	FREE STANDING	WAREHOUSE	$4.64	0.75%	$5.26	X					X	X	40,800
	FREE STANDING	SUPER STORE		1.25%									40,500
	NEIGHBORHOOD	SUPER STORE	$4.50	1.00%				X		X	X	X	38,000
	NEIGHBORHOOD	SUPER STORE	$5.00	1.00%				X		X	X	X	38,000
	FREE STANDING	SUPER STORE	$4.75	1.00%							X	X	33,186
	COMM./REGIONAL	SUPER STORE	$6.50		$6.50	X				X	X	X	32,000
	COMM./REGIONAL	SUPER STORE		1.25%									31,000
	NEIGHBORHOOD	CONVENTIONAL		1.00%		X	X				X	X	30,000
	COMM./REGIONAL	CONVENTIONAL		1.25%									30,000
	COMM./REGIONAL	CONVENTIONAL	$5.63	1.00%							X	X	28,188
	NEIGHBORHOOD	CONVENTIONAL	$5.09	1.00%							X	X	28,188
	NEIGHBORHOOD	CONVENTIONAL				X					X		16,060
AVERAGE			$4.95	1.04%	$5.76								32,994
W S CENTRAL	NEIGHBORHOOD	COMBINATION	$8.33		$9.00	X					X	X	52,250
	NEIGHBORHOOD	COMBINATION	$7.69		$9.00	X					X	X	52,250
	NEIGHBORHOOD	COMBINATION	$8.03		$9.00	X					X	X	52,250
	NEIGHBORHOOD	COMBINATION	$7.91		$9.00	X					X	X	52,250
	NEIGHBORHOOD	COMBINATION	$6.88		$9.00	X					X	X	52,250
	NEIGHBORHOOD	SUPER STORE	$7.32	1.00%	$7.32								52,000
	NEIGHBORHOOD	SUPER STORE	$7.50	1.25%	$7.50	X					X	X	46,919
	NEIGHBORHOOD	SUPER STORE	$5.75	1.25%	$6.10	X					X	X	45,054
	COMM./REGIONAL	SUPER STORE	$5.60			X					X	X	40,000
	NEIGHBORHOOD	WAREHOUSE	$5.03	0.75%	$5.03	X		X			X	X	40,000
	FREE STANDING	SUPER STORE	$4.25	1.25%	$6.00	X					X	X	36,000
	FREE STANDING	SUPER STORE	$5.91	1.00%	$6.75	X					X	X	35,560
	COMM./REGIONAL	SUPER STORE	$5.40			X		X		X	X	X	31,457
	COMM./REGIONAL	SUPER STORE	$5.80			X		X		X	X	X	31,457
	COMM./REGIONAL	SUPER STORE	$5.30	1.25%		X					X	X	31,457
	NEIGHBORHOOD	SUPER STORE		1.50%		X					X	X	31,200
	NEIGHBORHOOD	CONVENTIONAL	$7.00	1.25%	$7.00	X					X	X	30,000
		CONVENTIONAL	$7.00	0.50%	$8.00	X		X	X		X	X	25,400
	NEIGHBORHOOD	CONVENTIONAL	$7.60	1.25%	$7.60	X		X			X	X	25,000
	COMM./REGIONAL	CONVENTIONAL	$6.25		$6.25		X	X	X	X	X		24,000
	NEIGHBORHOOD	CONVENTIONAL	$5.00	1.25%	$5.00	X					X	X	20,000
	NEIGHBORHOOD	CONVENTIONAL	$5.10	1.25%	$5.10	X					X	X	20,000
AVERAGE			$6.41	1.13%	$7.21								37,580
MOUNTAIN	NEIGHBORHOOD	COMBINATION	$5.25	1.25%	$6.00	X					X	X	44,866
	NEIGHBORHOOD	COMBINATION	$5.25	1.25%	$6.00	X					X	X	44,866
	COMM./REGIONAL	SUPER STORE	$4.50		$4.50								42,161
	NEIGHBORHOOD	SUPER STORE	$5.00		$5.00								41,594
	NEIGHBORHOOD	CONVENTIONAL		1.25%									30,000
	OTHER	CONVENTIONAL	$6.65	0.00%	$8.00						X		13,500
AVERAGE			$5.33	0.93%	$5.90								36,165
PACIFIC	NEIGHBORHOOD	SUPER STORE	$7.20	0.25%	$8.00								43,842
	COMM./REGIONAL	SUPER STORE	$5.50		$5.50								41,892
	COMM./REGIONAL	SUPER STORE		1.25%									39,000
	NEIGHBORHOOD	SUPER STORE	$6.59	1.25%	$6.59	X					X	X	34,000
	NEIGHBORHOOD	SUPER STORE		1.25%		X	X				X	X	34,000
	NEIGHBORHOOD	CONVENTIONAL		1.25%		X	X				X	X	30,000
	COMM./REGIONAL	CONVENTIONAL		1.50%							X		30,000
	NEIGHBORHOOD	CONVENTIONAL		1.25%		X	X				X	X	30,000
	NEIGHBORHOOD	CONVENTIONAL	$5.50	1.25%	$5.50	X					X	X	29,160
	NEIGHBORHOOD	CONVENTIONAL	$5.50	1.25%	$5.50	X					X	X	28,580
	NEIGHBORHOOD	CONVENTIONAL	$6.30	0.25%	$6.30						X	X	27,570
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.50%	$6.00						X	X	20,000
	FREE STANDING	CONVENTIONAL	$0.66	2.00%	$0.85	X					X		18,000
	NEIGHBORHOOD	CONVENTIONAL	$5.35	1.50%	$5.35						X	X	11,680
	NEIGHBORHOOD	CONVENTIONAL		2.00%							X	X	10,800
AVERAGE			$5.40	1.26%	$5.51								28,568
AVERAGE FOR ALL REGIONS			$5.52	1.02%	$6.09								39,668

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

Actual rent information for each existing supermarket is illustrated in Table 15. For instance, in the first region, the Northeast, each line represents one store. In the first line there is a 48,000 square foot super store in a community or regional shopping center which pays $5.00 per square foot per year for minimum rent. After presenting the figures for all stores in each region, an average is presented for the entire region.

TABLE 15

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
NORTHEAST													
	COMM./REGIONAL	SUPER STORE	$5.00										48,000
	NEIGHBORHOOD	COMBINATION	$9.20	0.00%	$9.20	X					X	X	47,942
	NEIGHBORHOOD	SUPER STORE	$3.60	0.75%		X					X	X	35,000
	NEIGHBORHOOD	SUPER STORE	$3.46	0.19%	$4.21	X					X		31,827
	COMM./REGIONAL	SUPER STORE	$3.00	0.00%	$3.00	X	X	X			X		31,760
	COMM./REGIONAL	SUPER STORE											31,000
	FREE STANDING	SUPER STORE											30,000
	NEIGHBORHOOD	SUPER STORE											30,800
		CONVENTIONAL	$5.37										29,313
	COMM./REGIONAL	CONVENTIONAL											26,400
	NEIGHBORHOOD	CONVENTIONAL	$10.00	0.00%		X					X	X	25,000
	COMM./REGIONAL	CONVENTIONAL											24,000
		CONVENTIONAL	$5.25	0.00%	$6.25								23,000
	FREE STANDING	CONVENTIONAL	$4.25										23,000
		CONVENTIONAL	$1.69	1.00%	$3.51		X	X					21,828
	COMM./REGIONAL	CONVENTIONAL	$4.50										21,500
	NEIGHBORHOOD	CONVENTIONAL	$2.42	1.08%	$7.50	X					X	X	20,150
	NEIGHBORHOOD	CONVENTIONAL	$4.80	1.00%		X					X	X	20,000
		CONVENTIONAL	$2.33										18,870
	COMM./REGIONAL	CONVENTIONAL	$2.00	0.50%	$4.05	X		X		X	X	X	18,000
	COMM./REGIONAL	CONVENTIONAL											17,000
	FREE STANDING	CONVENTIONAL	$4.25										17,000
	FREE STANDING	CONVENTIONAL	$2.37	0.00%	$2.37								15,600
	NEIGHBORHOOD	CONVENTIONAL	$7.50	1.00%		X					X	X	15,000
	FREE STANDING	CONVENTIONAL	$2.19			X		X		X	X	X	14,400
	NEIGHBORHOOD	CONVENTIONAL	$6.00	0.00%	$6.00								14,000
		CONVENTIONAL	$3.50	0.00%	$3.75								14,000
	FREE STANDING	CONVENTIONAL	$3.25	0.00%	$3.25	X		X	X	X	X		12,500
	NEIGHBORHOOD	CONVENTIONAL	$3.35	0.75%		X				X	X		12,500
	FREE STANDING	WAREHOUSE	$3.00	0.00%	$3.50			X			X		12,000
		CONVENTIONAL	$2.02					X					10,868
	FREE STANDING	CONVENTIONAL		0.00%									10,000
	FREE STANDING	CONVENTIONAL	$4.30	1.00%	$6.50			X					10,000
	OTHER	CONVENTIONAL	$8.00	0.00%	$9.50			X			X	X	6,000
	OTHER	CONVENTIONAL	$7.50	0.00%	$9.50			X			X		3,750
AVERAGE			$4.43	0.34%	$5.47								22,117
MID-ATLANTIC					$1.67								66,120
			$2.15	1.50%	$2.42		X				X	X	60,695
	FREE STANDING	COMBINATION	$3.14		$3.14	X					X	X	51,145
	COMM./REGIONAL	COMBINATION	$5.69	0.00%	$5.69	X					X	X	50,088
	COMM./REGIONAL	COMBINATION	$5.25	0.00%	$5.25	X					X	X	49,456
	FREE STANDING	COMBINATION	$2.89	0.00%	$2.89	X					X	X	47,722
	NEIGHBORHOOD	COMBINATION	$5.54	0.00%	$5.54	X					X	X	47,536
	NEIGHBORHOOD	COMBINATION	$5.05	0.00%								X	47,500
	FREE STANDING	SUPER STORE				X					X	X	47,000
	NEIGHBORHOOD	COMBINATION	$3.16	1.00%	$5.60							X	44,800
	FREE STANDING	SUPER STORE	$2.08	0.00%	$2.08	X					X	X	41,426
	NEIGHBORHOOD	SUPER STORE	$6.00	0.00%	$6.00	X							40,000

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

The average rent for existing stores was much lower then that of new stores. In 1983, the average minimum rent was $3.30 per square foot. Overages as a percent of sales averaged 0.9 percent, bringing the expected total rent up to $4.45. Tables 14A and 14B present the rent for existing stores.

TABLE 14A
MEAN RENT FOR EXISTING STORES

		GEOGRAPHIC REGION								
	TOTAL	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	521	28	96	130	15	95	56	22	66	13
MINIMUM RENT	3.30	4.43	3.30	2.70	2.72	2.98	4.08	3.02	3.60	5.59
TOTAL	371	21	60	97	11	72	27	18	52	13
OVERAGES AS PERCENT OF SALES	.9	.3	.8	.9	.5	.9	1.0	1.2	1.3	.5
TOTAL	410	15	77	113	12	74	41	11	59	8
EXPECTED TOTAL RENT	4.45	5.47	4.90	3.44	3.46	3.83	7.02	4.85	4.47	6.02

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 14B
MEAN RENT FOR EXISTING STORES

		TYPE OF STORE					LOCATION OF STORE			
	TOTAL	CONVEN-TIONAL	SUPER STORE	COMBI-NATION	LIMITED ASSORT.	WARE-HOUSE	COMMUN./ REGIONAL	NEIGH. CENTER	FREE STANDING	OTHER
TOTAL	521	333	105	21	7	30	89	246	141	5
MINIMUM RENT	3.30	3.04	3.81	5.05	3.91	3.08	3.26	3.38	3.11	5.71
TOTAL	371	228	79	12	4	24	58	186	94	4
OVERAGES AS PERCENT OF SALES	.9	1.0	1.0	.4	1.0	.6	.9	1.0	.8	.3
TOTAL	410	246	88	19	5	25	69	193	104	5
EXPECTED TOTAL RENT	4.45	4.24	5.17	6.10	3.37	3.81	4.24	4.83	4.02	7.44

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 15

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
						V	V	V	V	V	V	V	
MID-ATLANTIC	NEIGHBORHOOD	SUPER STORE	$3.50	0.00%	$3.50	X					X	X	39,983
			$3.22	1.50%	$3.52		X		X		X	X	39,681
					$1.96						X		38,916
			$2.55		$2.91								38,916
	NEIGHBORHOOD	SUPER STORE	$3.13	1.50%	$5.75	X	X			X			37,119
			$5.01	1.00%	$5.19		X		X		X	X	35,920
	NEIGHBORHOOD	SUPER STORE	$4.25	1.25%	$4.25	X		X			X	X	35,000
	NEIGHBORHOOD	SUPER STORE	$3.34	1.00%								X	34,000
			$4.92	1.50%	$5.66		X				X	X	33,790
	NEIGHBORHOOD	SUPER STORE	$1.25	1.25%	$5.84	X	X			X	X	X	33,477
	COMM./REGIONAL	SUPER STORE	$2.93	0.20%	$4.24	X					X	X	33,124
	NEIGHBORHOOD	SUPER STORE	$2.81	0.50%								X	33,000
	NEIGHBORHOOD	SUPER STORE	$1.35	1.50%	$3.25	X							33,000
	COMM./REGIONAL	SUPER STORE	$3.80		$3.95	X			X		X	X	32,734
	COMM./REGIONAL	SUPER STORE	$3.92		$5.51								31,892
	COMM./REGIONAL	SUPER STORE	$3.50			X					X	X	31,000
	NEIGHBORHOOD	SUPER STORE	$2.29		$2.29	X							31,000
	COMM./REGIONAL	SUPER STORE	$2.90	1.00%	$7.10								30,896
	COMM./REGIONAL	SUPER STORE	$2.29		$3.21								30,861
	NEIGHBORHOOD	SUPER STORE	$2.34	1.00%	$5.45								30,811
	NEIGHBORHOOD	SUPER STORE	$2.86		$2.86	X					X	X	30,523
	NEIGHBORHOOD	CONVENTIONAL	$4.35		$4.35	X						X	30,000
	COMM./REGIONAL	CONVENTIONAL	$3.85			X					X	X	29,500
	NEIGHBORHOOD	CONVENTIONAL	$2.99		$2.99	X				X	X	X	28,480
	NEIGHBORHOOD	CONVENTIONAL	$2.80			X					X	X	28,000
	NEIGHBORHOOD	CONVENTIONAL	$3.75			X					X	X	28,000
	NEIGHBORHOOD	CONVENTIONAL	$3.80			X					X	X	27,000
	NEIGHBORHOOD	CONVENTIONAL	$2.40	0.00%	$3.50	X					X	X	26,629
	COMM./REGIONAL	CONVENTIONAL	$4.50			X					X	X	26,500
	COMM./REGIONAL	CONVENTIONAL	$3.00			X	X				X	X	26,500
	NEIGHBORHOOD	CONVENTIONAL	$4.00			X					X	X	26,500
			$2.82	0.50%	$4.36		X				X	X	26,381
	NEIGHBORHOOD	CONVENTIONAL	$2.26					X		X	X		25,900
	NEIGHBORHOOD	CONVENTIONAL	$1.66		$3.12				X	X	X		25,650
			$8.90	0.00%	$8.90		X		X		X	X	25,600
			$8.44	0.00%	$8.44		X		X		X	X	25,600
	NEIGHBORHOOD	CONVENTIONAL	$6.25	0.00%	$6.25	X					X		25,500
	NEIGHBORHOOD	CONVENTIONAL	$3.06	1.50%	$7.00	X					X		25,500
			$1.29	1.00%	$1.57		X		X		X	X	25,500
	NEIGHBORHOOD	CONVENTIONAL	$3.52		$3.52						X		25,477
	FREE STANDING	CONVENTIONAL	$5.35	2.00%	$17.18								25,102
	FREE STANDING	CONVENTIONAL	$2.15	0.00%								X	25,000
	NEIGHBORHOOD	CONVENTIONAL	$0.26		$0.26			X			X		25,000
	NEIGHBORHOOD	CONVENTIONAL	$3.05	1.00%	$3.05	X		X			X	X	25,000
	COMM./REGIONAL	CONVENTIONAL	$2.90	1.00%	$4.53								25,000
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.75%	$6.80	X					X		24,750
			$2.55	1.25%	$4.05						X	X	24,669
	FREE STANDING	CONVENTIONAL	$4.76		$6.71								24,540
	NEIGHBORHOOD	CONVENTIONAL	$2.48		$3.50								24,178
	COMM./REGIONAL	CONVENTIONAL	$1.79	1.25%	$12.75								24,000
	FREE STANDING	CONVENTIONAL	$1.33	1.00%	$5.12								23,500
	COMM./REGIONAL	CONVENTIONAL	$2.10	1.00%	$2.30	X	X	X			X		23,400
	FREE STANDING	CONVENTIONAL	$2.60										23,355
	NEIGHBORHOOD	CONVENTIONAL	$1.60	1.75%	$8.00	X				X	X		22,680
			$2.57	0.00%	$2.57		X		X		X	X	21,920
	FREE STANDING	CONVENTIONAL	$2.29	1.25%				X	X				21,868
	FREE STANDING	CONVENTIONAL	$4.35		$4.35								21,816
	NEIGHBORHOOD	CONVENTIONAL	$1.41	1.00%	$7.70								21,219
	FREE STANDING	CONVENTIONAL	$1.57	1.00%				X					21,000
	NEIGHBORHOOD	CONVENTIONAL	$3.90	1.25%	$3.90	X		X			X		20,500
	COMM./REGIONAL	WAREHOUSE	$4.00	0.50%		X		X		X	X	X	20,000
	NEIGHBORHOOD	CONVENTIONAL	$3.30	1.50%	$6.40	X					X		20,000
	NEIGHBORHOOD	CONVENTIONAL	$3.75	1.00%	$3.75	X		X			X	X	20,000
	FREE STANDING	SUPER STORE	$1.75	1.25%	$7.50	X	X	X			X		20,000
	FREE STANDING	CONVENTIONAL	$2.00			X							20,000
	FREE STANDING	CONVENTIONAL	$4.17		$4.17								19,912
	FREE STANDING	CONVENTIONAL	$3.56		$3.56								19,652
	NEIGHBORHOOD	CONVENTIONAL	$4.13	1.00%	$4.13	X		X			X	X	19,375
	FREE STANDING	CONVENTIONAL	$1.29										19,350
			$2.35	0.00%	$3.70		X		X		X	X	19,096
	FREE STANDING	CONVENTIONAL	$3.33		$3.33								18,000
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.00%	$4.00	X		X			X	X	18,000
	FREE STANDING	CONVENTIONAL	$3.66		$3.66								17,745
	NEIGHBORHOOD	CONVENTIONAL	$3.56		$3.56			X					17,458
			$2.24	1.25%	$2.82		X		X		X	X	17,400
	NEIGHBORHOOD	LIM. ASSORT.	$3.00	1.50%	$5.00	X					X		17,100
	NEIGHBORHOOD	CONVENTIONAL	$3.56		$5.00								16,831
	FREE STANDING	LIM. ASSORT.	$1.08		$1.08	X					X		16,002

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 15

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	TOTAL SIZE OF STORE
MID-ATLANTIC	NEIGHBORHOOD	CONVENTIONAL	$8.58	1.50%	$24.37								15,743
	NEIGHBORHOOD	CONVENTIONAL	$2.75					X			X		14,065
	FREE STANDING	CONVENTIONAL	$2.68	0.00%									14,000
	NEIGHBORHOOD	CONVENTIONAL	$2.57	0.00%	$2.57			X		X	X	X	14,000
	FREE STANDING	CONVENTIONAL	$7.23	1.50%	$13.47								13,831
			$2.51	0.00%	$2.51		X		X		X	X	11,936
	FREE STANDING	CONVENTIONAL	$1.41		$1.97								11,040
	NEIGHBORHOOD	CONVENTIONAL	$2.22	1.00%	$3.07	X		X			X		10,800
	FREE STANDING	CONVENTIONAL	$1.90	1.00%	$4.00			X	X	X	X		10,000
AVERAGE			$3.30	0.82%	$4.90								27,648
E N CENTRAL	FREE STANDING	SUPER STORE											106,190
	NEIGHBORHOOD	SUPER STORE											70,700
	FREE STANDING	SUPER STORE											69,360
	FREE STANDING	SUPER STORE											69,130
	NEIGHBORHOOD	WAREHOUSE	$2.25	1.00%	$5.50	X				X	X	X	61,000
	FREE STANDING	SUPER STORE	$3.53	0.50%	$3.53						X	X	60,000
	COMM./REGIONAL	WAREHOUSE	$1.00	1.00%	$5.00	X				X	X	X	60,000
	NEIGHBORHOOD	WAREHOUSE	$2.50	0.00%	$2.50		X			X	X	X	60,000
	COMM./REGIONAL	WAREHOUSE	$3.50	0.00%	$3.50	X				X	X	X	54,500
	FREE STANDING	SUPER STORE	$1.13		$1.13								54,000
	NEIGHBORHOOD	WAREHOUSE	$3.05	1.00%	$5.50	X		X		X	X	X	52,000
	NEIGHBORHOOD	WAREHOUSE	$3.00	1.00%	$3.75					X	X	X	51,000
	NEIGHBORHOOD	SUPER STORE											51,000
	NEIGHBORHOOD	SUPER STORE		1.50%		X					X	X	48,000
	COMM./REGIONAL	SUPER STORE	$4.84	1.00%	$4.84	X		X	X	X	X	X	46,700
	NEIGHBORHOOD	SUPER STORE	$2.17	1.50%	$5.68			X		X	X		45,000
	FREE STANDING	SUPER STORE	$4.90	1.75%									42,000
	COMM./REGIONAL	SUPER STORE	$1.87	1.00%	$1.91	X					X		41,825
	NEIGHBORHOOD	SUPER STORE	$5.00	1.50%	$5.10	X					X	X	40,000
	FREE STANDING	SUPER STORE	$1.47	0.50%	$2.32	X		X	X	X	X	X	39,700
	NEIGHBORHOOD	SUPER STORE	$2.65	1.00%	$3.44	X					X	X	37,800
	FREE STANDING	SUPER STORE	$1.95	1.00%	$5.23	X		X	X	X	X	X	37,500
	FREE STANDING	SUPER STORE											37,300
	NEIGHBORHOOD	WAREHOUSE	$3.50	0.00%	$3.50	X				X	X	X	37,000
	COMM./REGIONAL	WAREHOUSE	$2.95	1.00%	$4.50	X		X		X	X	X	36,000
	FREE STANDING	SUPER STORE	$3.12		$3.12	X		X	X		X	X	34,640
	COMM./REGIONAL	SUPER STORE	$4.04	1.00%	$4.04	X	X	X		X	X	X	34,000
	NEIGHBORHOOD	SUPER STORE	$1.94	0.00%	$1.94	X					X		33,696
	NEIGHBORHOOD	SUPER STORE	$2.79	0.00%	$2.79	X					X	X	33,480
	NEIGHBORHOOD	SUPER STORE											33,045
	NEIGHBORHOOD	SUPER STORE	$3.33	1.00%				X	X	X	X		33,000
	COMM./REGIONAL	SUPER STORE	$2.89	1.00%	$3.60	X					X	X	33,000
	COMM./REGIONAL	SUPER STORE	$2.22	1.00%	$2.70	X					X	X	33,000
	NEIGHBORHOOD	SUPER STORE	$6.00		$6.00	X					X	X	33,000
	NEIGHBORHOOD	SUPER STORE	$3.47	1.00%	$3.60	X					X	X	32,760
	NEIGHBORHOOD	SUPER STORE											32,500
	NEIGHBORHOOD	SUPER STORE	$3.87		$3.96								32,336
	COMM./REGIONAL	SUPER STORE	$1.55	1.00%	$1.58	X					X		32,186
	FREE STANDING	SUPER STORE	$5.10	1.00%	$5.22	X					X		32,130
	FREE STANDING	SUPER STORE	$2.38		$2.38								31,934
	FREE STANDING	COMBINATION											31,000
	COMM./REGIONAL	SUPER STORE	$3.48	1.00%	$3.48	X	X	X		X	X	X	31,000
	NEIGHBORHOOD	SUPER STORE	$2.90	1.00%						X	X		31,000
	NEIGHBORHOOD	SUPER STORE	$3.42	1.00%	$3.50	X					X		30,975
	NEIGHBORHOOD	SUPER STORE	$4.09		$4.19								30,526
	NEIGHBORHOOD	SUPER STORE	$3.78		$3.87								30,456
	FREE STANDING	SUPER STORE	$6.70		$6.70								30,443
	COMM./REGIONAL	SUPER STORE	$3.19	1.00%	$3.27	X					X		30,400
	COMM./REGIONAL	SUPER STORE	$3.61	1.00%	$3.69	X					X		30,400
	COMM./REGIONAL	SUPER STORE	$2.99	1.00%	$3.06	X					X		30,400
	NEIGHBORHOOD	SUPER STORE	$7.50	0.50%	$7.50						X	X	30,400
	COMM./REGIONAL	SUPER STORE	$3.51		$3.59								30,176
	COMM./REGIONAL	COMBINATION	$1.43		$1.43			X	X		X	X	30,000
	NEIGHBORHOOD	WAREHOUSE	$1.00	1.00%	$5.00	X				X	X	X	30,000
	NEIGHBORHOOD	CONVENTIONAL		2.00%		X					X		29,000
	NEIGHBORHOOD	WAREHOUSE	$3.00	1.00%	$3.40	X		X		X	X	X	29,000
	NEIGHBORHOOD	CONVENTIONAL	$1.66		$1.66	X					X	X	28,405
	FREE STANDING	CONVENTIONAL											28,000
	COMM./REGIONAL	CONVENTIONAL	$2.27	1.50%	$2.90	X					X	X	27,500
	NEIGHBORHOOD	CONVENTIONAL	$2.00	1.00%	$2.00	X					X		27,000
	COMM./REGIONAL	CONVENTIONAL	$4.75	1.50%	$6.50	X	X	X			X		27,000
	NEIGHBORHOOD	CONVENTIONAL	$3.33		$3.33	X		X		X	X	X	27,000
	COMM./REGIONAL	CONVENTIONAL	$2.43	1.00%	$2.75			X		X	X	X	26,714
	NEIGHBORHOOD	CONVENTIONAL	$2.81										26,700
	NEIGHBORHOOD	CONVENTIONAL	$1.60		$1.60	X					X	X	26,647

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 15

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
E N CENTRAL	FREE STANDING	CONVENTIONAL	$1.25	1.00%		X				X			10,000
	COMM./REGIONAL	CONVENTIONAL	$1.44		$1.59	X				X			10,000
		CONVENTIONAL		0.75%		X	X		X	X	X		10,000
	COMM./REGIONAL	LIM. ASSORT.	$1.77		$1.77		X	X	X				9,500
	FREE STANDING	CONVENTIONAL	$0.25	1.00%	$2.00	X							9,400
	FREE STANDING	CONVENTIONAL	$2.50							X			8,800
	FREE STANDING	CONVENTIONAL	$0.25	1.00%	$2.00	X							8,600
	FREE STANDING	CONVENTIONAL	$1.64		$1.80	X				X			8,500
	FREE STANDING	CONVENTIONAL	$3.17	1.10%	$3.50	X				X			8,500
	FREE STANDING	CONVENTIONAL	$2.00	0.00%	$2.00								8,500
	FREE STANDING	CONVENTIONAL		2.00%		X				X			6,000
AVERAGE			$2.70	0.93%	$3.44								26,234
W N CENTRAL	COMM./REGIONAL	WAREHOUSE	$5.00	0.00%	$5.00	X				X	X		37,500
	NEIGHBORHOOD	WAREHOUSE	$2.28	0.00%	$2.28	X			X	X			31,000
	FREE STANDING	CONVENTIONAL	$0.17		$0.25					X			29,000
	FREE STANDING	CONVENTIONAL	$2.29										24,000
	NEIGHBORHOOD	CONVENTIONAL	$2.28	0.00%	$2.28	X			X	X			21,000
	COMM./REGIONAL	CONVENTIONAL	$2.76							X			20,000
	NEIGHBORHOOD	CONVENTIONAL	$3.50	1.50%	$4.55		X	X		X			16,000
	FREE STANDING	CONVENTIONAL	$2.55										16,000
	FREE STANDING	CONVENTIONAL	$3.47	0.00%	$3.47	X				X	X		12,300
	FREE STANDING	CONVENTIONAL				X				X			11,000
	FREE STANDING	CONVENTIONAL				X				X			11,000
	NEIGHBORHOOD	CONVENTIONAL	$1.71	0.00%	$1.71	X	X	X	X	X	X		9,500
	FREE STANDING	CONVENTIONAL	$4.24	0.00%	$4.24	X				X			8,500
	FREE STANDING	CONVENTIONAL	$4.35	0.00%	$4.35	X				X			8,000
	FREE STANDING	CONVENTIONAL	$2.77	1.50%	$5.25	X				X	X		8,000
	FREE STANDING	CONVENTIONAL	$1.60	2.00%	$6.40	X		X	X	X			7,500
	FREE STANDING	CONVENTIONAL	$1.80	0.00%	$1.80	X				X			6,000
AVERAGE			$2.72	0.45%	$3.46								16,253
SOUTHEAST	COMM./REGIONAL	SUPER STORE	$3.35	1.00%	$3.50			X		X	X		285,000
	NEIGHBORHOOD	WAREHOUSE	$3.68	1.00%	$4.51	X		X			X	X	63,500
	NEIGHBORHOOD	COMBINATION	$3.70		$3.70								58,000
	NEIGHBORHOOD	WAREHOUSE	$2.25	1.00%	$5.20			X	X	X	X	X	52,000
	FREE STANDING	SUPER STORE											39,000
	NEIGHBORHOOD	SUPER STORE	$3.34	1.00%	$4.77						X		35,000
	NEIGHBORHOOD	SUPER STORE	$3.13	1.00%	$4.47						X		33,600
	NEIGHBORHOOD	SUPER STORE	$8.75	1.00%						X	X		33,582
	NEIGHBORHOOD	SUPER STORE	$3.25	1.00%	$3.25	X					X		31,846
	NEIGHBORHOOD	SUPER STORE	$5.51	1.00%						X	X		31,000
	COMM./REGIONAL	SUPER STORE	$4.37	1.25%						X	X		31,000
	COMM./REGIONAL	SUPER STORE	$4.71	1.25%						X	X		31,000
	COMM./REGIONAL	SUPER STORE	$7.05	1.00%						X	X		31,000
	COMM./REGIONAL	SUPER STORE	$3.91	1.25%		X				X	X		30,000
	FREE STANDING	CONVENTIONAL	$4.00	0.00%	$4.00	X						X	30,000
	NEIGHBORHOOD	CONVENTIONAL	$1.42	1.00%	$5.65						X		29,600
	COMM./REGIONAL	CONVENTIONAL	$8.00	1.00%	$8.00	X	X	X			X		28,100
	NEIGHBORHOOD	CONVENTIONAL	$5.14		$5.14	X		X	X	X	X	X	28,000
	NEIGHBORHOOD	CONVENTIONAL	$2.95	1.00%							X	X	27,308
	NEIGHBORHOOD	CONVENTIONAL	$4.00		$4.00	X							27,000
	NEIGHBORHOOD	CONVENTIONAL	$3.10	1.00%							X	X	26,320
	NEIGHBORHOOD	CONVENTIONAL	$3.50	1.00%				X		X	X		26,302
	NEIGHBORHOOD	CONVENTIONAL	$2.23	1.00%	$3.00	X					X		25,280
	NEIGHBORHOOD	CONVENTIONAL	$5.00	1.00%	$5.00	X					X		25,100
	NEIGHBORHOOD	CONVENTIONAL	$3.47	1.25%				X		X	X		25,000
	NEIGHBORHOOD	CONVENTIONAL	$2.53	1.00%		X		X		X	X	X	25,000
	FREE STANDING	CONVENTIONAL	$4.21	1.25%				X		X	X		24,500
	NEIGHBORHOOD	CONVENTIONAL	$3.69	1.00%	$5.33						X		24,400
	COMM./REGIONAL	CONVENTIONAL	$3.42	1.25%		X				X	X		23,500
	COMM./REGIONAL	CONVENTIONAL	$3.10	1.00%	$3.10	X					X		23,000
	COMM./REGIONAL	CONVENTIONAL	$2.66	1.25%		X		X	X	X	X		23,000
	FREE STANDING	CONVENTIONAL	$2.67	1.50%	$5.22	X		X			X		22,500
	FREE STANDING	CONVENTIONAL	$2.82		$2.82	X		X			X		22,500
	FREE STANDING	CONVENTIONAL	$1.61	0.00%	$1.61						X		22,500
	COMM./REGIONAL	CONVENTIONAL	$2.50	0.00%	$2.50	X	X	X			X	X	22,000
	FREE STANDING	CONVENTIONAL	$4.00		$4.00	X	X					X	22,000
	NEIGHBORHOOD	CONVENTIONAL	$2.91	1.00%	$4.84						X		21,700
	NEIGHBORHOOD	CONVENTIONAL	$4.06	1.00%	$4.10	X					X		21,500
	FREE STANDING	CONVENTIONAL	$1.67		$4.00	X		X			X	X	21,500
	NEIGHBORHOOD	CONVENTIONAL	$1.40	1.00%				X		X	X		21,500
	NEIGHBORHOOD	CONVENTIONAL	$1.25	1.00%							X		21,000
	COMM./REGIONAL	CONVENTIONAL	$4.00	1.00%	$4.00	X		X	X		X		20,000

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 15

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
E N CENTRAL	COMM./REGIONAL	CONVENTIONAL	$2.49		$2.49	X	X	X	X	X	X		26,000
	NEIGHBORHOOD	WAREHOUSE	$0.40		$3.40	X	X		X	X	X		26,000
	FREE STANDING	CONVENTIONAL	$3.36		$3.36		X	X	X	X			25,955
	COMM./REGIONAL	CONVENTIONAL	$1.95	1.00%	$6.42	X	X		X	X	X		25,600
	NEIGHBORHOOD	CONVENTIONAL	$3.00	1.00%	$4.16	X			X	X	X		25,000
	FREE STANDING	CONVENTIONAL											24,000
	COMM./REGIONAL	CONVENTIONAL	$4.01		$4.01	X	X	X	X	X	X		23,940
	FREE STANDING	CONVENTIONAL		1.50%									23,695
	NEIGHBORHOOD	WAREHOUSE	$2.00	1.00%	$2.60	X	X		X	X	X		23,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	1.00%	$2.90	X	X		X	X			22,500
	NEIGHBORHOOD	CONVENTIONAL	$1.25		$1.25	X	X			X	X		22,379
	NEIGHBORHOOD	CONVENTIONAL	$2.03		$2.03		X		X	X			22,344
	FREE STANDING	CONVENTIONAL	$4.83	1.00%	$5.25					X	X		22,000
	COMM./REGIONAL	CONVENTIONAL	$4.49	1.00%	$4.49	X	X		X	X	X		22,000
	NEIGHBORHOOD	CONVENTIONAL	$3.50	1.00%	$3.70	X	X	X	X	X			21,500
	COMM./REGIONAL	CONVENTIONAL	$4.25	1.00%	$7.60	X	X	X	X	X	X		21,380
	COMM./REGIONAL	CONVENTIONAL	$2.22		$2.22	X	X		X	X	X		21,250
	FREE STANDING	LIM. ASSORT.											21,200
	FREE STANDING	CONVENTIONAL	$2.29	1.00%	$4.95	X	X	X	X	X			21,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00	1.00%	$4.00	X				X	X		21,000
	FREE STANDING	CONVENTIONAL											21,000
	FREE STANDING	CONVENTIONAL	$2.46		$2.46	X				X	X		20,437
	NEIGHBORHOOD	CONVENTIONAL	$1.48	1.00%	$2.75	X				X	X		20,314
	NEIGHBORHOOD	CONVENTIONAL	$2.30	1.50%	$6.00	X	X			X	X		20,020
	NEIGHBORHOOD	CONVENTIONAL	$1.50	0.00%		X				X			20,000
	FREE STANDING	CONVENTIONAL	$1.47	1.00%	$3.00						X		20,000
	COMM./REGIONAL	CONVENTIONAL	$2.00	1.00%	$2.40	X	X	X		X	X		20,000
			$2.50	0.50%	$4.00	X				X	X		20,000
			$2.00	0.00%	$2.00	X				X	X		20,000
	COMM./REGIONAL	CONVENTIONAL	$1.75	1.00%	$3.75	X	X			X	X		20,000
	NEIGHBORHOOD	CONVENTIONAL	$2.90	1.00%	$3.20	X							20,000
	FREE STANDING	CONVENTIONAL											19,600
	NEIGHBORHOOD	CONVENTIONAL	$1.40	1.00%			X	X	X	X			19,500
	FREE STANDING	CONVENTIONAL	$1.99		$1.99		X		X	X			19,040
	FREE STANDING	CONVENTIONAL	$0.78	1.00%									18,500
	COMM./REGIONAL	CONVENTIONAL	$3.00		$3.60				X	X			18,000
	NEIGHBORHOOD	CONVENTIONAL	$2.00	1.00%	$2.00	X				X			18,000
	NEIGHBORHOOD	CONVENTIONAL	$2.83	1.25%			X	X	X				18,000
	NEIGHBORHOOD	CONVENTIONAL		2.00%		X				X			17,500
	NEIGHBORHOOD	CONVENTIONAL		2.00%		X				X			17,500
	NEIGHBORHOOD	CONVENTIONAL	$1.83		$1.83								17,500
	NEIGHBORHOOD	CONVENTIONAL	$2.50	1.00%	$3.25	X		X		X	X		17,500
	NEIGHBORHOOD	CONVENTIONAL	$3.40		$3.40	X		X			X	X	17,010
	FREE STANDING	CONVENTIONAL	$3.06	1.00%	$4.73						X	X	17,000
	NEIGHBORHOOD	CONVENTIONAL	$2.60	1.00%		X					X		16,800
		CONVENTIONAL	$2.10		$2.10	X	X	X	X	X	X	X	16,600
	FREE STANDING	CONVENTIONAL	$3.25	0.00%	$3.25								16,500
	COMM./REGIONAL	LIM. ASSORT.	$2.00		$2.00			X		X	X	X	16,400
	NEIGHBORHOOD	CONVENTIONAL	$1.60	1.00%	$2.40	X		X	X	X			16,400
	NEIGHBORHOOD	CONVENTIONAL	$1.63	1.50%				X	X	X			16,200
	NEIGHBORHOOD	CONVENTIONAL	$2.00	0.00%	$2.75	X	X	X		X	X		16,000
			$2.50	1.00%	$6.00	X		X		X	X	X	16,000
			$4.00	0.00%	$4.00	X					X	X	16,000
	FREE STANDING	CONVENTIONAL	$1.31	1.00%	$3.00			X		X	X		15,960
	NEIGHBORHOOD	CONVENTIONAL	$1.18	0.50%	$3.48	X		X	X	X	X	X	15,200
	NEIGHBORHOOD	CONVENTIONAL	$2.64		$2.64	X		X			X	X	15,058
	FREE STANDING	CONVENTIONAL	$1.25	1.00%		X					X		15,000
	FREE STANDING	CONVENTIONAL	$3.26		$3.84	X				X	X	X	15,000
	FREE STANDING	CONVENTIONAL	$2.50	1.00%	$3.50	X					X	X	15,000
		CONVENTIONAL		0.50%									15,000
	COMM./REGIONAL	CONVENTIONAL	$3.00		$3.50					X	X		15,000
		CONVENTIONAL	$2.50	1.00%	$2.75	X	X	X		X	X		15,000
	NEIGHBORHOOD	CONVENTIONAL	$2.80		$2.80	X		X			X	X	15,000
		CONVENTIONAL	$4.46		$5.00								14,500
	FREE STANDING	CONVENTIONAL	$1.40	1.00%	$3.00	X	X	X	X		X		14,400
	COMM./REGIONAL	CONVENTIONAL	$4.20	1.50%	$4.20	X	X	X					14,300
	NEIGHBORHOOD	CONVENTIONAL	$2.31	0.50%						X	X		14,200
	FREE STANDING	LIM. ASSORT.											13,600
	FREE STANDING	CONVENTIONAL	$2.26	1.50%									13,500
	FREE STANDING	CONVENTIONAL	$2.75	1.00%		X					X		12,500
	FREE STANDING	CONVENTIONAL	$3.84	1.20%	$4.00	X					X		12,500
		CONVENTIONAL	$2.10		$2.10	X	X	X	X	X	X		12,500
	FREE STANDING	CONVENTIONAL	$1.19		$1.19						X		12,100
		CONVENTIONAL											12,000
	FREE STANDING	CONVENTIONAL	$0.21			X	X	X	X	X	X		12,000
	FREE STANDING	CONVENTIONAL	$5.50	0.00%	$5.50						X		12,000
	FREE STANDING	CONVENTIONAL	$3.00	0.00%	$3.00								12,000
		CONVENTIONAL	$2.10		$2.10	X	X	X	X	X	X		10,900

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 15

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- INSTALLATION OF HEATING/AIR CONDITIONING	MAINTENANCE OF HEATING/AIR CONDITIONING	TAXES	INCREASES IN TAXES	INSURANCE	PARKING INSTALLATION	SPRINKLER SYSTEM	TOTAL SIZE OF STORE
						V	V	V	V	V	V	V	
W S CENTRAL	NEIGHBORHOOD	SUPER STORE	$4.79	1.50%	$9.39								40,091
	NEIGHBORHOOD	SUPER STORE	$6.50	1.50%	$10.96								40,091
	NEIGHBORHOOD	SUPER STORE	$5.23	1.50%	$7.25								40,091
	NEIGHBORHOOD	SUPER STORE	$6.51		$7.24	X					X	X	40,000
	NEIGHBORHOOD	SUPER STORE	$5.23		$10.96	X					X	X	40,000
	NEIGHBORHOOD	SUPER STORE	$4.45		$8.65	X					X	X	40,000
	NEIGHBORHOOD	SUPER STORE	$4.80		$10.00	X					X	X	40,000
	NEIGHBORHOOD	SUPER STORE	$5.94		$7.88	X					X	X	38,000
	NEIGHBORHOOD	SUPER STORE	$3.25	1.00%	$4.73								37,934
	NEIGHBORHOOD	SUPER STORE	$3.42		$4.73	X					X	X	36,000
	NEIGHBORHOOD	SUPER STORE	$4.00	1.00%	$7.20								35,650
	NEIGHBORHOOD	SUPER STORE	$3.47		$9.74	X					X	X	35,300
	NEIGHBORHOOD	SUPER STORE	$2.10	1.00%	$2.30	X					X	X	34,256
	NEIGHBORHOOD	SUPER STORE	$2.70	1.00%	$7.83								32,250
	NEIGHBORHOOD	SUPER STORE	$2.75	1.00%	$6.89								32,250
	NEIGHBORHOOD	SUPER STORE	$3.25	1.13%	$6.05								32,172
	NEIGHBORHOOD	SUPER STORE	$3.00	1.00%	$6.42								31,950
	COMM./REGIONAL	WAREHOUSE	$3.50								X		31,000
	NEIGHBORHOOD	CONVENTIONAL	$3.50								X		30,000
	NEIGHBORHOOD	CONVENTIONAL	$3.25	1.00%	$5.71								28,500
	FREE STANDING	CONVENTIONAL	$3.70								X		27,141
	NEIGHBORHOOD	CONVENTIONAL	$4.28	1.45%	$4.28	X					X	X	27,000
	COMM./REGIONAL	CONVENTIONAL	$2.04	1.25%	$3.13	X		X	X	X	X	X	26,000
	NEIGHBORHOOD	WAREHOUSE	$3.00								X		24,880
	COMM./REGIONAL	CONVENTIONAL	$2.16										24,500
	FREE STANDING	CONVENTIONAL	$2.67		$2.67	X		X	X	X	X	X	22,500
	NEIGHBORHOOD	CONVENTIONAL	$1.75	1.38%	$7.97								22,400
	COMM./REGIONAL	CONVENTIONAL	$1.47								X		20,412
	COMM./REGIONAL	CONVENTIONAL	$2.95								X		20,000
	FREE STANDING	CONVENTIONAL											20,000
	COMM./REGIONAL	CONVENTIONAL	$1.52								X		19,000
		CONVENTIONAL	$5.50	0.00%	$5.50	X		X	X	X	X	X	18,900
		CONVENTIONAL	$5.00	0.00%	$6.00	X		X	X	X	X	X	15,000
	FREE STANDING	CONVENTIONAL	$1.58								X		14,400
	NEIGHBORHOOD	CONVENTIONAL	$1.91										14,200
	FREE STANDING	CONVENTIONAL	$2.26								X		13,750
	FREE STANDING	CONVENTIONAL											13,750
	FREE STANDING	CONVENTIONAL	$2.28								X		13,500
	FREE STANDING	CONVENTIONAL	$1.60	1.25%				X			X		11,220
	NEIGHBORHOOD	CONVENTIONAL	$2.20								X		9,000
	FREE STANDING	CONVENTIONAL											5,000
AVERAGE			$4.08	1.01%	$7.02								33,710
MOUNTAIN	NEIGHBORHOOD	SUPER STORE	$2.40	0.25%	$3.50								85,000
	NEIGHBORHOOD	SUPER STORE	$1.95		$1.95								70,000
	FREE STANDING	SUPER STORE	$3.50	0.25%	$4.50								70,000
	FREE STANDING	SUPER STORE	$2.00	1.00%	$6.00								65,000
	NEIGHBORHOOD	SUPER STORE	$5.00		$5.00						X		45,000
	FREE STANDING	SUPER STORE	$2.28	1.50%		X					X	X	43,000
	NEIGHBORHOOD	SUPER STORE	$2.85	1.25%		X		X		X	X	X	42,000
	NEIGHBORHOOD	SUPER STORE	$3.14	1.50%		X					X	X	42,000
	COMM./REGIONAL	SUPER STORE	$5.00		$5.00								41,844
		SUPER STORE											33,000
	FREE STANDING	CONVENTIONAL	$1.80	1.80%		X					X	X	30,000
	COMM./REGIONAL	CONVENTIONAL	$3.09	1.50%	$4.50								29,160
	NEIGHBORHOOD	CONVENTIONAL	$1.33	1.13%		X			X		X	X	27,000
		CONVENTIONAL	$4.00	1.50%	$5.00								23,000
	NEIGHBORHOOD	CONVENTIONAL	$1.86	1.13%		X					X	X	20,700
	NEIGHBORHOOD	CONVENTIONAL											18,000
	NEIGHBORHOOD	CONVENTIONAL	$2.32	1.00%		X					X	X	18,000
	COMM./REGIONAL	CONVENTIONAL		1.60%		X					X	X	17,000
	NEIGHBORHOOD	CONVENTIONAL	$2.00			X					X		16,000
	NEIGHBORHOOD	CONVENTIONAL	$2.00			X					X	X	16,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00	1.50%	$3.75								15,000
	NEIGHBORHOOD	CONVENTIONAL											13,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50	1.50%	$3.15								12,500
	OTHER	CONVENTIONAL	$10.00	0.00%	$11.00	X		X	X				6,100
	NEIGHBORHOOD	CONVENTIONAL	$2.40	1.60%		X					X		2,000
	NEIGHBORHOOD	CONVENTIONAL	$2.00	1.60%		X					X		1,800
AVERAGE			$3.02	1.20%	$4.85								30,850
PACIFIC	NEIGHBORHOOD	WAREHOUSE	$4.47		$4.47	X					X	X	60,000
	NEIGHBORHOOD	SUPER STORE	$5.45	2.00%	$9.50						X	X	44,000
	NEIGHBORHOOD	WAREHOUSE											40,000

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 15

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING V	--MAINTENANCE OF HEATING/AIR CONDITIONING V	--TAXES V	--INCREASES IN TAXES V	--INSURANCE V	--PARKING INSTALLATION V	--SPRINKLER SYSTEM V	TOTAL SIZE OF STORE
PACIFIC	COMM./REGIONAL	SUPER STORE	$5.95	1.50%	$8.50	X		X		X	X		37,500
	NEIGHBORHOOD	SUPER STORE	$2.90	1.50%	$4.50	X				X	X		32,000
	COMM./REGIONAL	CONVENTIONAL	$4.00		$4.00								29,716
	NEIGHBORHOOD	CONVENTIONAL	$4.63	0.00%	$4.63	X				X	X		29,000
	COMM./REGIONAL	CONVENTIONAL	$2.50	1.50%	$9.50			X		X	X	X	29,000
	NEIGHBORHOOD	CONVENTIONAL	$5.28	1.25%	$5.28	X				X	X		28,426
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.50%	$12.00	X				X			28,000
	NEIGHBORHOOD	WAREHOUSE	$2.17	0.00%	$2.23					X	X		28,000
	NEIGHBORHOOD	CONVENTIONAL		2.50%	$0.55								28,000
	NEIGHBORHOOD	CONVENTIONAL	$3.42	1.25%	$4.50	X				X	X		27,880
	NEIGHBORHOOD	CONVENTIONAL	$2.67	1.25%	$4.50	X				X	X		27,880
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.50%	$5.00								27,071
	NEIGHBORHOOD	WAREHOUSE	$2.00		$2.00					X	X		27,000
	FREE STANDING	WAREHOUSE	$2.10	0.00%	$2.10								27,000
	COMM./REGIONAL	WAREHOUSE	$2.35		$2.35					X	X		25,500
	NEIGHBORHOOD	CONVENTIONAL	$3.00	1.00%	$3.00					X			25,000
	FREE STANDING	CONVENTIONAL	$5.00		$8.00	X				X			25,000
	NEIGHBORHOOD	WAREHOUSE	$1.39	0.00%						X	X		25,000
	NEIGHBORHOOD	CONVENTIONAL	$4.11	0.00%	$4.11	X				X	X		24,800
	NEIGHBORHOOD	CONVENTIONAL	$2.32	1.25%	$4.50	X				X	X		23,220
	NEIGHBORHOOD	CONVENTIONAL	$2.29	1.25%	$4.50	X				X	X		23,220
	NEIGHBORHOOD	CONVENTIONAL	$1.70	1.50%	$5.00	X				X	X		23,195
	NEIGHBORHOOD	CONVENTIONAL	$1.70	1.50%	$5.00	X				X	X		23,172
	NEIGHBORHOOD	CONVENTIONAL	$1.60	1.50%	$5.00	X				X	X		23,172
	NEIGHBORHOOD	CONVENTIONAL	$1.65	1.50%	$5.00	X				X	X		23,157
	NEIGHBORHOOD	WAREHOUSE	$2.04	1.00%	$3.80					X	X		23,000
	NEIGHBORHOOD	CONVENTIONAL	$6.41										22,500
	NEIGHBORHOOD	CONVENTIONAL	$6.00	1.25%	$6.00	X				X	X		22,400
	NEIGHBORHOOD	CONVENTIONAL	$1.80	1.25%	$4.50	X				X	X		22,176
	NEIGHBORHOOD	WAREHOUSE	$3.28	1.50%	$4.09	X				X			22,000
	NEIGHBORHOOD	CONVENTIONAL	$3.00	1.50%	$4.50				X	X	X		22,000
	NEIGHBORHOOD	CONVENTIONAL	$1.79	1.50%	$4.75					X	X		21,500
	NEIGHBORHOOD	CONVENTIONAL		1.80%	$0.33								21,000
	FREE STANDING	CONVENTIONAL	$0.25	1.50%	$0.50								20,000
	NEIGHBORHOOD	CONVENTIONAL	$1.80	1.50%	$5.00	X				X	X		20,000
	NEIGHBORHOOD	CONVENTIONAL	$5.50	1.50%	$6.25			X		X	X	X	20,000
	NEIGHBORHOOD	CONVENTIONAL	$3.85	1.50%	$6.50			X		X	X		19,200
	FREE STANDING	CONVENTIONAL	$3.25	1.50%	$5.10			X	X		X		18,500
	COMM./REGIONAL	CONVENTIONAL	$5.75	1.50%	$7.00					X	X	X	18,500
	NEIGHBORHOOD	CONVENTIONAL	$4.00	1.50%	$9.50					X	X	X	18,300
	NEIGHBORHOOD	CONVENTIONAL	$5.25	1.50%	$5.25						X	X	18,000
	NEIGHBORHOOD	CONVENTIONAL		1.50%	$0.42								18,000
	NEIGHBORHOOD	CONVENTIONAL		1.20%	$0.38								18,000
	FREE STANDING	CONVENTIONAL	$6.30										18,000
	NEIGHBORHOOD	CONVENTIONAL	$3.61										18,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50		$2.50								17,293
	FREE STANDING	CONVENTIONAL	$0.52	1.50%	$0.65								17,000
	NEIGHBORHOOD	CONVENTIONAL	$3.50	1.50%	$6.50			X		X	X	X	17,000
	FREE STANDING	CONVENTIONAL	$14.50	2.50%	$14.50					X	X	X	16,500
	FREE STANDING	CONVENTIONAL	$0.12	1.50%	$0.65								16,000
	FREE STANDING	CONVENTIONAL	$4.88	1.75%						X	X		16,000
	NEIGHBORHOOD	CONVENTIONAL	$8.77										16,000
	FREE STANDING	WAREHOUSE	$5.50	0.00%	$5.50								15,500
	COMM./REGIONAL	CONVENTIONAL	$3.65	1.50%	$4.00								15,500
	NEIGHBORHOOD	CONVENTIONAL	$3.50	1.50%	$3.50					X			15,000
	FREE STANDING	CONVENTIONAL	$5.72										15,000
	NEIGHBORHOOD	CONVENTIONAL	$8.40										13,000
	FREE STANDING	CONVENTIONAL	$2.38	1.50%	$4.33								12,600
		CONVENTIONAL	$0.33	0.00%	$0.33								12,000
	NEIGHBORHOOD	CONVENTIONAL	$3.18					X		X	X		12,000
	NEIGHBORHOOD	CONVENTIONAL	$2.25	1.50%	$5.00						X		12,000
	FREE STANDING	CONVENTIONAL	$5.00		$8.00	X					X		12,000
	NEIGHBORHOOD	CONVENTIONAL	$2.50		$2.50	X	X			X	X		10,000
	FREE STANDING	CONVENTIONAL	$3.80					X		X			9,000
	NEIGHBORHOOD	CONVENTIONAL	$0.30	1.00%	$0.30								7,000
	OTHER	CONVENTIONAL	$1.13		$1.13						X		4,700
	FREE STANDING	CONVENTIONAL	$0.70	0.00%	$0.90	X				X	X		4,000
	FREE STANDING	CONVENTIONAL	$8.11					X		X			3,000
AVERAGE			$3.60	1.25%	$4.47								21,184

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 15

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
SOUTHEAST	FREE STANDING	CONVENTIONAL	$2.75		$2.75	X		X		X	X		20,000
	NEIGHBORHOOD	CONVENTIONAL	$1.40	1.00%	$3.00			X		X	X		20,000
	COMM./REGIONAL	CONVENTIONAL	$2.00	0.50%	$2.60			X		X	X		20,000
		CONVENTIONAL	$3.00	1.25%	$3.40	X	X			X	X	X	20,000
	NEIGHBORHOOD	CONVENTIONAL	$4.70	1.50%	$6.00	X	X	X			X		19,500
	COMM./REGIONAL	CONVENTIONAL	$2.87	1.00%	$3.70	X	X	X			X		19,500
	FREE STANDING	CONVENTIONAL	$2.16		$2.16	X		X			X		19,400
	FREE STANDING		$2.14	0.00%	$2.14								18,000
	NEIGHBORHOOD		$3.10	0.00%	$3.10								18,000
	COMM./REGIONAL	CONVENTIONAL	$1.20		$3.50	X					X		18,000
	NEIGHBORHOOD	CONVENTIONAL	$3.33	1.00%	$3.33	X					X		18,000
	NEIGHBORHOOD	CONVENTIONAL	$2.40		$2.40			X		X	X		18,000
	COMM./REGIONAL	CONVENTIONAL	$4.10		$4.10			X		X	X		18,000
	NEIGHBORHOOD	CONVENTIONAL	$1.73	1.00%				X		X	X		18,000
		CONVENTIONAL	$2.00		$2.00	X	X			X	X		18,000
	NEIGHBORHOOD	CONVENTIONAL	$4.00	0.50%	$4.80	X							17,600
	NEIGHBORHOOD	CONVENTIONAL	$2.73	1.00%							X		17,600
	NEIGHBORHOOD	CONVENTIONAL	$1.71	1.00%				X			X		17,500
	FREE STANDING		$2.45	0.00%	$2.45								17,000
	COMM./REGIONAL	CONVENTIONAL	$2.64					X		X	X		17,000
	NEIGHBORHOOD	CONVENTIONAL	$1.73							X	X		16,500
	NEIGHBORHOOD		$1.88	0.00%	$1.88								16,000
	FREE STANDING		$4.41	0.00%	$4.41								16,000
	NEIGHBORHOOD	CONVENTIONAL	$1.69		$1.69	X		X			X		16,000
	FREE STANDING	CONVENTIONAL	$3.00	0.50%	$4.20	X							16,000
	COMM./REGIONAL	CONVENTIONAL	$1.50	1.00%	$3.75	X		X	X	X	X		16,000
SOUTHEAST	FREE STANDING	CONVENTIONAL	$0.19	0.00%	$0.25			X	X		X		15,032
	FREE STANDING		$2.78	0.00%	$2.78								15,000
	NEIGHBORHOOD	CONVENTIONAL	$2.40	0.00%	$2.50	X		X			X		15,000
	FREE STANDING	CONVENTIONAL	$1.00	1.00%	$4.25	X		X		X	X		15,000
	FREE STANDING	CONVENTIONAL	$4.00		$4.00			X		X			15,000
	FREE STANDING	CONVENTIONAL	$0.97	1.00%	$1.85	X		X			X		14,800
	COMM./REGIONAL	CONVENTIONAL	$3.00		$3.25	X		X	X		X		14,345
	FREE STANDING		$4.41	0.00%	$4.41								14,000
		CONVENTIONAL	$2.60		$2.60	X	X			X	X	X	14,000
		CONVENTIONAL	$3.10		$3.10	X	X			X	X	X	14,000
		CONVENTIONAL	$4.30		$4.30	X	X			X	X	X	14,000
		CONVENTIONAL	$3.20	1.25%	$7.50	X	X			X	X	X	14,000
	NEIGHBORHOOD	CONVENTIONAL	$1.50		$6.50	X		X	X		X	X	13,800
	FREE STANDING	CONVENTIONAL	$3.78		$3.78	X					X		13,000
	NEIGHBORHOOD	CONVENTIONAL	$2.80	1.00%	$7.77						X		12,900
	OTHER	CONVENTIONAL	$1.90	1.00%	$6.06	X		X			X		12,500
	NEIGHBORHOOD	CONVENTIONAL	$2.25	1.25%	$3.25	X		X			X		12,000
	NEIGHBORHOOD	CONVENTIONAL	$1.13	1.00%	$4.00	X				X	X		11,900
	FREE STANDING	CONVENTIONAL	$1.58		$6.50	X					X	X	11,360
	FREE STANDING	CONVENTIONAL											11,000
	NEIGHBORHOOD	CONVENTIONAL	$2.73	1.75%	$3.91	X		X			X		11,000
	NEIGHBORHOOD	CONVENTIONAL	$2.22	1.50%	$5.09	X		X			X		10,800
	FREE STANDING	CONVENTIONAL	$2.00	0.00%	$2.00								10,000
	FREE STANDING	CONVENTIONAL	$0.40	5.00%	$0.45	X	X				X		10,000
	FREE STANDING	CONVENTIONAL	$1.08	1.00%	$4.00			X		X	X		10,000
	FREE STANDING	CONVENTIONAL	$10.40	0.00%	$10.40			X		X	X		10,000
SOUTHEAST	FREE STANDING	CONVENTIONAL	$1.26	0.00%	$1.26			X	X	X	X		9,500
	NEIGHBORHOOD	CONVENTIONAL	$2.07	1.00%	$4.00	X	X	X		X	X		9,200
	FREE STANDING	CONVENTIONAL	$1.13	1.00%	$2.31	X		X			X		8,500
		CONVENTIONAL	$1.70		$1.70	X	X			X	X		6,000
AVERAGE			$2.99	0.89%	$3.82								23,458
W S CENTRAL	FREE STANDING	COMBINATION	$1.98	0.00%	$1.98	X	X	X	X			X	64,415
	FREE STANDING	COMBINATION	$8.19		$8.19								60,149
	NEIGHBORHOOD	COMBINATION	$4.00		$4.00								53,820
	NEIGHBORHOOD	COMBINATION	$6.88		$9.00	X					X	X	52,250
	NEIGHBORHOOD	COMBINATION	$6.08		$9.00	X					X	X	52,250
	NEIGHBORHOOD	COMBINATION	$6.88		$9.00	X					X	X	52,250
	NEIGHBORHOOD	COMBINATION	$5.48		$9.00	X					X	X	52,250
	NEIGHBORHOOD	SUPER STORE	$7.23	1.00%	$7.67								49,761
	NEIGHBORHOOD	SUPER STORE	$5.84	1.00%	$6.83								49,096
	NEIGHBORHOOD	COMBINATION	$3.49		$9.00	X					X	X	48,000
	NEIGHBORHOOD	SUPER STORE	$3.50	1.00%	$6.68								47,801
	FREE STANDING	COMBINATION	$5.73	1.00%	$6.54	X	X	X	X	X	X	X	47,800
	FREE STANDING	COMBINATION	$4.16	0.00%	$4.16	X	X	X	X	X	X	X	45,198
	FREE STANDING	COMBINATION	$7.03	2.00%									45,137
	NEIGHBORHOOD	SUPER STORE	$6.05		$9.00	X					X	X	45,000
	FREE STANDING	COMBINATION	$4.90	1.00%	$7.35	X				X	X	X	43,700
	NEIGHBORHOOD	SUPER STORE	$4.30	1.50%	$8.68			X	X	X	X		41,404
	NEIGHBORHOOD	SUPER STORE	$7.20	1.00%	$8.19								40,345

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 15

OWNERSHIP/LEASE ARRANGEMENT FOR EXISTING STORES

REGION	LOCATION OF SUPERMARKET	TYPE OF SUPERMARKET	MINIMUM RENT PER SQUARE FOOT	RENT OVERAGES AS A PERCENT OF SALES	ESTIMATED TOTAL RENT INCLUDING OVERAGES AFTER FIVE YEARS	SERVICES PROVIDED BY THE LANDLORD -- --INSTALLATION OF HEATING/AIR CONDITIONING	--MAINTENANCE OF HEATING/AIR CONDITIONING	--TAXES	--INCREASES IN TAXES	--INSURANCE	--PARKING INSTALLATION	--SPRINKLER SYSTEM	TOTAL SIZE OF STORE
CANADA	COMM./REGIONAL	SUPER STORE	$3.65	0.00%	$4.50	X					X	X	47,000
	NEIGHBORHOOD	SUPER STORE	$8.75	1.50%	$8.75								34,296
	FREE STANDING	SUPER STORE	$3.50	0.00%	$5.00	X				X	X	X	33,000
	COMM./REGIONAL	CONVENTIONAL	$3.25	1.25%	$10.00								26,797
	COMM./REGIONAL	CONVENTIONAL	$5.00	0.00%	$6.70	X					X	X	26,000
	FREE STANDING	WAREHOUSE	$9.25	0.25%		X		X	X	X		X	25,000
	FREE STANDING	LIM. ASSORT.	$7.25	0.25%		X		X	X	X		X	20,000
	FREE STANDING	CONVENTIONAL	$3.00	0.00%	$4.00	X				X	X	X	19,000
	NEIGHBORHOOD	CONVENTIONAL	$7.25	0.25%		X		X	X	X		X	14,500
	FREE STANDING	LIM. ASSORT.	$5.00	2.00%	$7.00	X			X		X		10,000
	FREE STANDING	CONVENTIONAL	$7.25	0.25%		X		X	X	X		X	10,000
	COMM./REGIONAL	CONVENTIONAL	$2.25	0.00%	$2.25	X	X				X	X	9,000
	NEIGHBORHOOD	LIM. ASSORT.	$7.25	0.25%		X		X	X	X		X	8,846
AVERAGE			$5.59	0.46%	$6.02								21,803
AVERAGE FOR ALL REGIONS			$3.30	0.90%	$4.45								25,701

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

Remodeled Supermarkets

Respondents reported that over 6.3 percent of their supermarkets were remodeled in 1983, as compared to 7.7 percent in 1982. Fewer years pass between major remodelings than from the store opening to the first major remodeling. Typically, companies remodeled stores 10 years after they were built and seven years after the last major remodeling. This was identical to the time period for 1982 and 1981. Tables 16 and 17 present the typical remodeling schedule by company sales.

FACTS ABOUT STORE DEVELOPMENT

TABLE 16
YEARS FROM FIRST OPENING TO PRESENT REMODELING

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	10.0	7.0	17.0	74
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	17.0	6.0	20.0	9
10 - 30 MILLION	7.0	7.0	12.0	14
31 - 100 MILLION	9.5	5.0	17.3	16
101 - 250 MILLION	13.0	8.0	19.0	10
251 - 500 MILLION	12.5	10.0	20.0	10
OVER 500 MILLION	10.0	8.0	12.0	15

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

FACTS ABOUT STORE DEVELOPMENT

TABLE 17
YEARS FROM LAST MAJOR REMODELING TO PRESENT REMODELING

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	7.0	5.0	10.0	60
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	4.0	2.0	5.0	6
10 - 30 MILLION	5.0	5.0	10.0	9
31 - 100 MILLION	5.0	5.0	6.0	14
101 - 250 MILLION	10.0	7.0	12.0	7
251 - 500 MILLION	10.0	7.0	10.0	9
OVER 500 MILLION	10.0	7.0	10.0	15

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

Tables 18 and 19 present the cost for a major remodeling by total cost and cost per square foot. The average total capital investment per supermarket for a major remodeling in 1983 was $400,000. Generally, larger companies spent more than smaller companies. The costs per square foot for remodeling had a wide range. Typical capital investment per square foot was $28.29, with the middle 50 percent of the stores spending $7.81 to $42.50.

TABLE 18

TOTAL CAPITAL INVESTMENT PER SUPERMARKET PER MAJOR REMODELING

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	400000	157500	930000	80
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	170000	102000	335679	10
10 - 30 MILLION	200000	106250	575000	16
31 - 100 MILLION	200000	90000	650000	15
101 - 250 MILLION	560000	100000	962210	11
251 - 500 MILLION	850000	400000	1000000	10
OVER 500 MILLION	920000	750000	1600001	18

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

TABLE 19

CAPITAL INVESTMENT PER SQUARE FOOT FOR MAJOR REMODELING

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	28.29	7.81	42.50	74
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	18.44	7.43	40.63	8
10 - 30 MILLION	14.75	5.56	40.00	15
31 - 100 MILLION	9.91	4.34	29.65	12
101 - 250 MILLION	20.30	6.58	39.00	11
251 - 500 MILLION	35.36	28.57	61.66	10
OVER 500 MILLION	34.00	23.28	54.50	18

NOTE: UNWEIGHTED DATA

SOURCE: FOOD MARKETING INSTITUTE, FACTS ABOUT STORE DEVELOPMENT, 1983

Appendix

0943A

FACTS ABOUT STORE DEVELOPMENT, 1983

This survey is designed to track changes and developments in new store construction. We ask that if you have made store changes in the past year, you tell us about them through the use of this questionnaire. What happens in your company is important in the trend of store construction in 1983. All data will be held in strictest confidence. If you have any questions, please call the Research Department of FMI - (202)452-8444.

A. General Information

1. What is the total number of supermarkets your firm expects to have in operation on December 31, 1983 (A supermarket is a food store with annual sales of at least two million dollars)? . . . . . _____ supermarkets

2. What were your annual company sales in 1983 (Please estimate if the figures are not yet available)? . . . . . $_____ million

3. Please complete the following table for each of the following types of supermarkets:

	Number of Supermarkets in Operation on December 31, 1983	Average Age of Supermarkets Since Last Major Remodel	Number of Supermarkets Newly Constructed in 1983	Number of Supermarkets Closed in 1983
a. Conventional Supermarket (under 30,000 total sq.ft.)	number	___ ___ years	number	number
b. Super Stores (over 30,000 total sq.ft., expanded food and nonfood selection)	number	___ ___ years	number	number
c. Combination Stores (over 30,000 sq.ft., at least 25% of area in general merchandise)	number	___ ___ years	number	number
d. Limited Assortment Stores	number	___ ___ years	number	number
e. Warehouse Stores	number	___ ___ years	number	number
f. TOTAL SUPERMARKETS	number	___ ___ years	number	number

4. For each region in which your company operates, please indicate the number of supermarkets your company a. owns, b. leases from a subsidiary, or c. leases from another corporation.

	Pacific	Mountain	West South Central	West North Central	East North Central	South East	Mid-Atlantic	North East	Canada
a. Number of Supermarkets Owned									
b. Number of Supermarkets Leased from a Subsidiary									
c. Number of Supermarkets Leased from Another Company									

B. Costs and Physical Descriptions for New Stores, 1983

Following is a chart requesting information on newly constructed stores. If your firm has constructed a number of similar stores in a single region, you may enter this information in one column and indicate the number of stores described per column.

	Store/Prototype #01	Store/Prototype #02	Store/Prototype #03	Store/Prototype #04
Region where store(s) is located (one region per column) (*)				
Number of stores	_____ supermarkets	_____ supermarkets	_____ supermarkets	_____ supermarkets
Location of Store (Circle one, only) (**)	1 2 3 4	1 2 3 4	1 2 3 4	1 2 3 4
Type of Store (Circle one, only) (***)	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5	1 2 3 4 5
Total square feet	_ _ _,_ _ _ sq.ft.	_ _ _,_ _ _ sq.ft.	_ _ _,_ _ _ sq.ft.	_ _ _,_ _ _ sq.ft.
Construction costs per sq.ft.:				
Equipment, fixture and decoration costs	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.
Building (give an estimate if exact costs are unknown; do not include the cost of the land or parking lot)	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.	$ _ _.__ sq.ft.
TOTAL CONSTRUCTION COSTS	$ _ _ _.__ sq.ft.	$ _ _ _.__ sq.ft.	$ _ _ _.__ sq.ft.	$ _ _ _.__ sq.ft.
When do you expect the store/ prototype to breakeven?	in _ _ months	in _ _ months	in _ _ months	in _ _ months
Please circle which of the following specialty departments is (are) in each new store/ prototype:	Yes / No	Yes / No	Yes / No	Yes / No
Bakery, Scratch/Bake-Off	1 / 2	1 / 2	1 / 2	1 / 2
Service Deli	1 / 2	1 / 2	1 / 2	1 / 2
Floral	1 / 2	1 / 2	1 / 2	1 / 2
Snack Bar/Restaurant	1 / 2	1 / 2	1 / 2	1 / 2

FOOTNOTES

* Region. Please indicate by initial(s) the region where the store is located:
NE - North East; MA - Mid-Atlantic; SE - South East; ENC - East North Central; WNC - West North Central; WSC - West South Central; M - Mountain; P - Pacific; CC - Canada

** Location. Please indicate by number where the store(s) is located.
1. Community or Regional Shopping Center (a planned center dominated by one or more large department or discount stores)
2. Neighborhood Shopping Center (a planned center with more than one store but dominated by the supermarket)
3. Free Standing (a store located by itself or in an unplanned shopping area)
4. Other

*** Please indicate by number, what type of store this is:
1. Conventional Supermarket (30,000 and under total sq. ft.)
2. Super Store (over 30,000 total sq.ft., expanded food and nonfood section).
3. Combination Store (over 30,000 total sq.ft., at least 25% or area in general merchandise)
4. Limited Assortment Store
5. Warehouse Store

C. Ownership/Lease Arrangements for New and Existing Stores

Following is a chart requesting leasing information on all new and existing stores. Please list one store per line. If your company owns or opened many stores, please give a representative sample of these stores.

FACTUAL INFORMATION	Region	Location of Supermarket(s)	Type of Supermarket(s)	RENT — Please give the rent per square foot: Minimum Rent per square foot	Rent Overages as a percent of sales	Expected Total Rent per square foot including Overages, after five years	SERVICES PROVIDED BY THE LANDLORD — Please check: Installation of heating/air conditioning system	Maintenance of heating/air conditioning system	Taxes	Increases in taxes	Insurance	Installation of customer parking	Sprinkler system	TOTAL SIZE OF STORE	Circle: New or Existing
01				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
02				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
03				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
04				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
05				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
06				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
07				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
08				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
09				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
10				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
11				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
12				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
13				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
14				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
15				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
16				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
17				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E
18				$	%	$	☐	☐	☐	☐	☐	☐	☐	sq. ft.	N E

D. Remodeled Stores

5. How many supermarkets underwent major remodeling in 1983? . . . . . _____ supermarkets

6. What was the schedule for your typical supermarket which underwent a major remodeling in 1983? . . . . . a. __ __ years from first opening to present remodeling

   b. __ __ years from last major remodeling to present remodeling

7. What was the average total capital investment per supermarket for major remodeling? . . . . . $ __,__ __ __,__ __ __
   total investment

8. What was the average total capital investment per square foot for major remodelings? . . . . . $ __ __ __.__ __
   per square foot

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